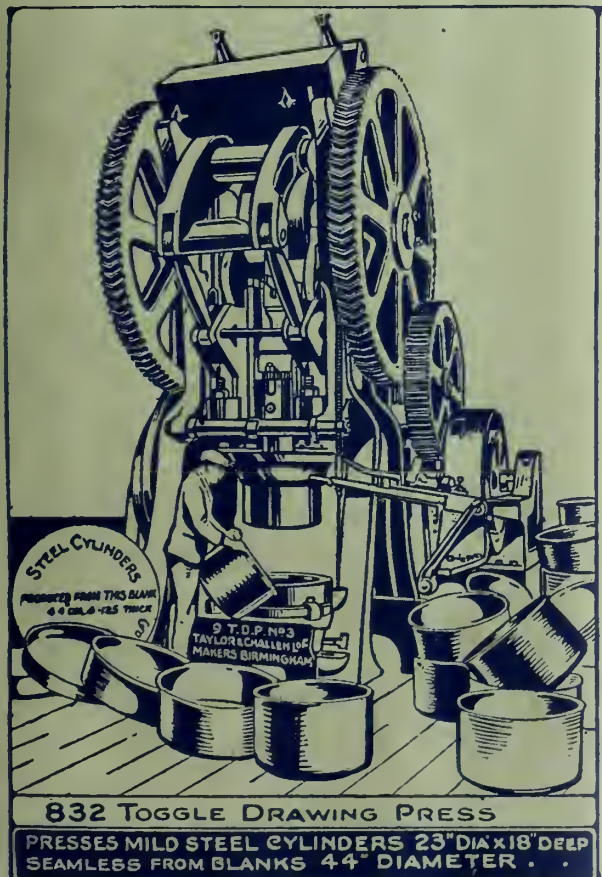
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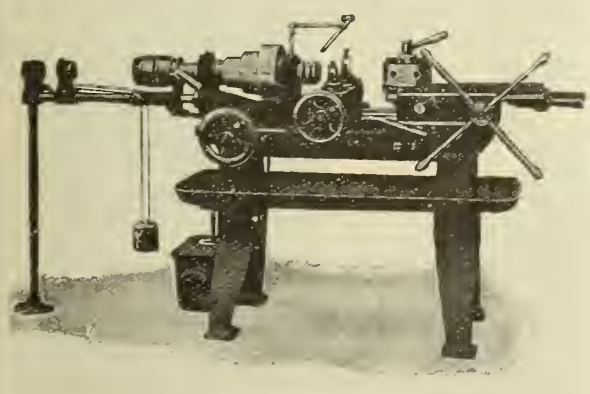
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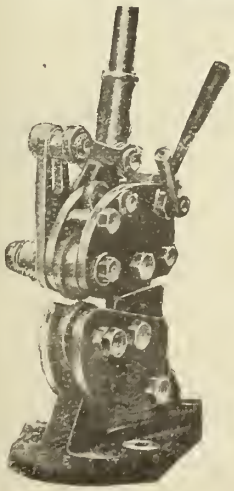
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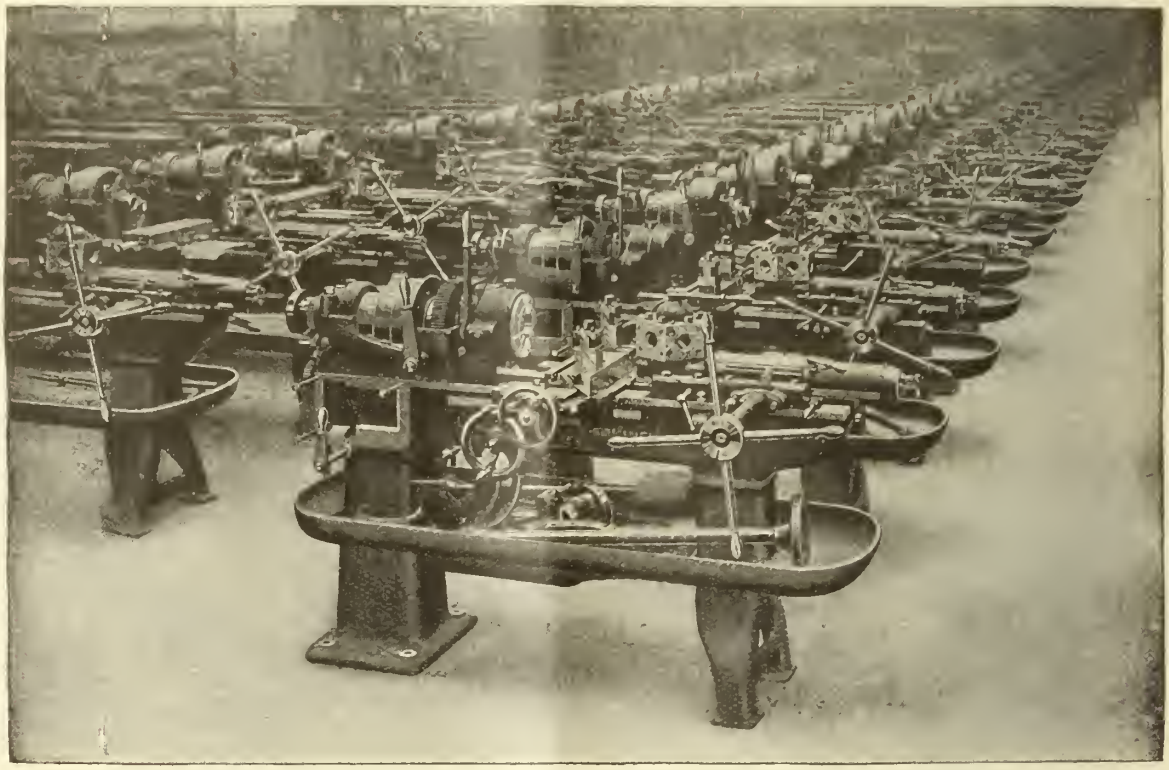
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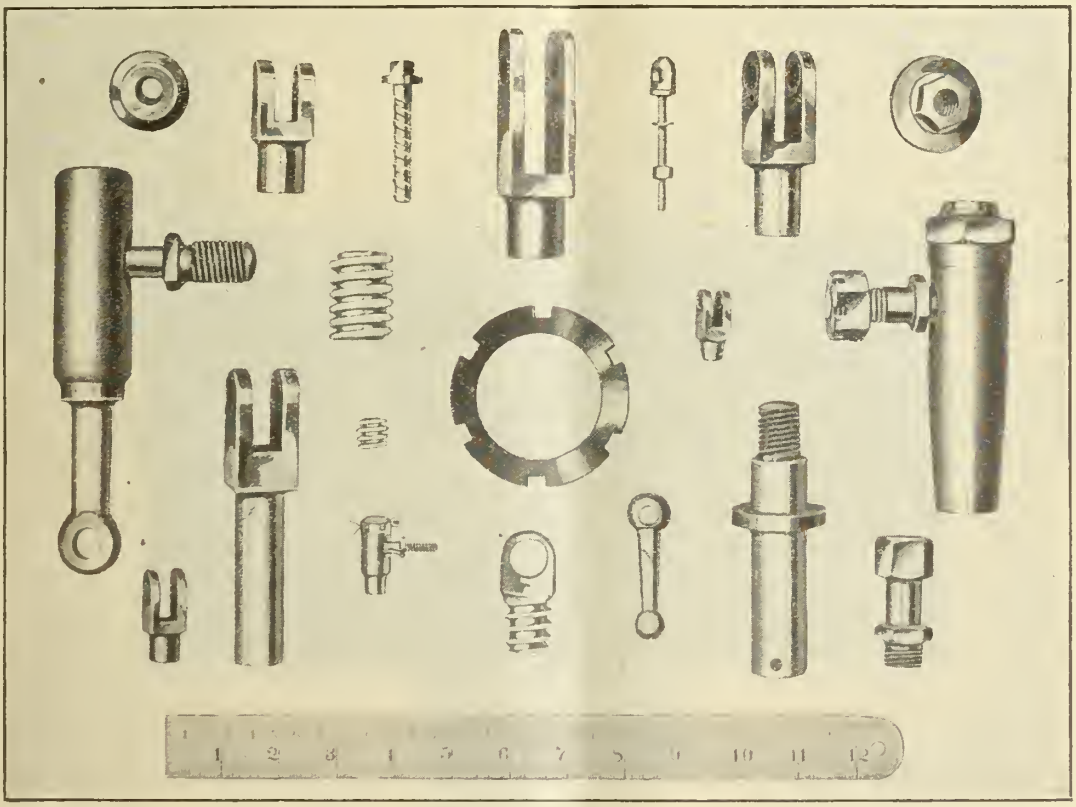
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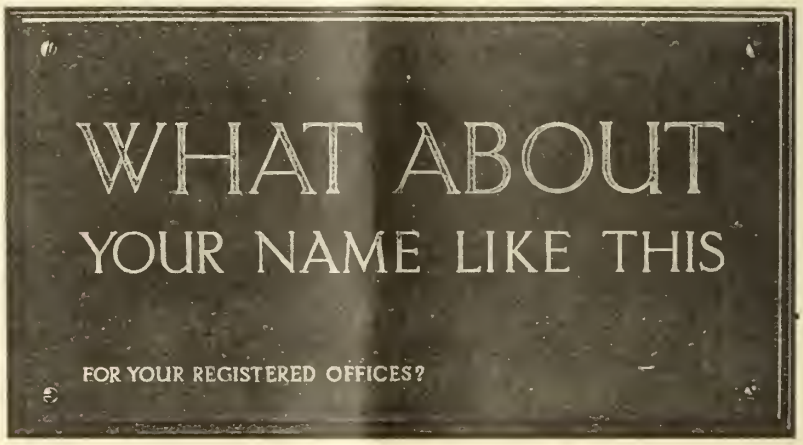
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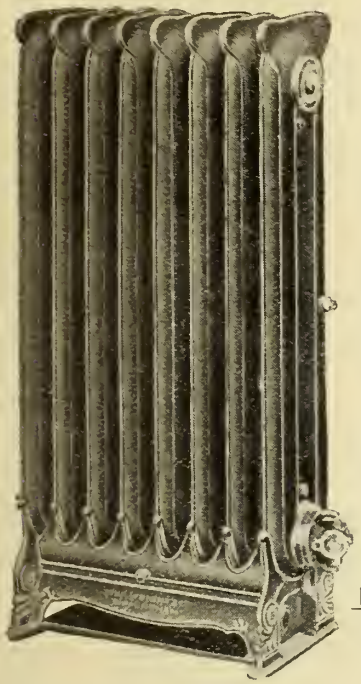
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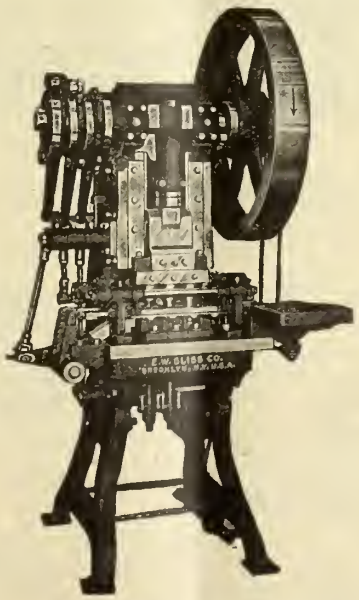
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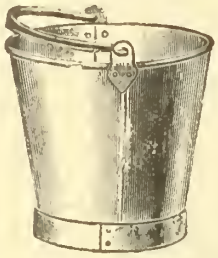
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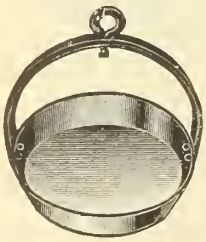
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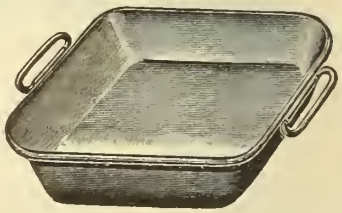
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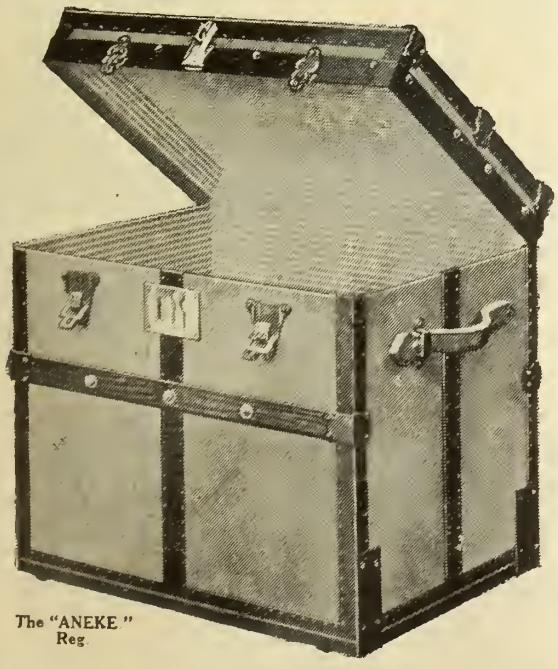


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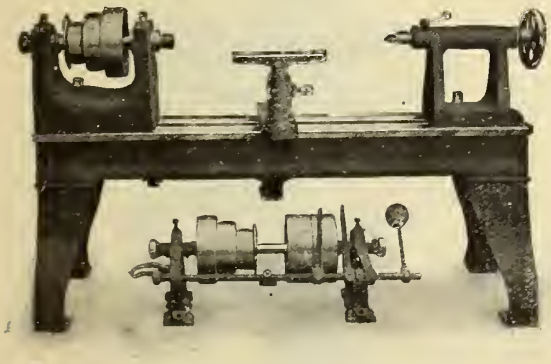
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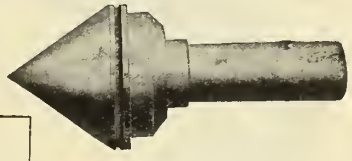
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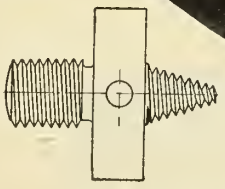
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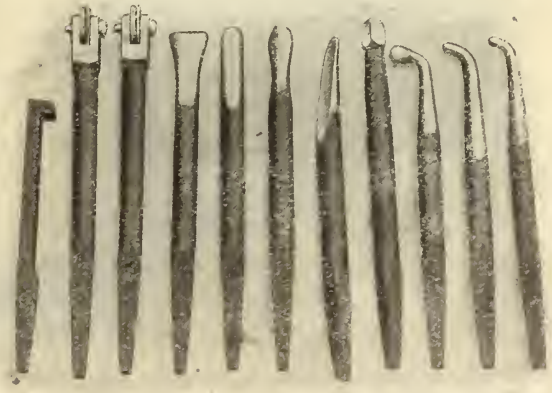


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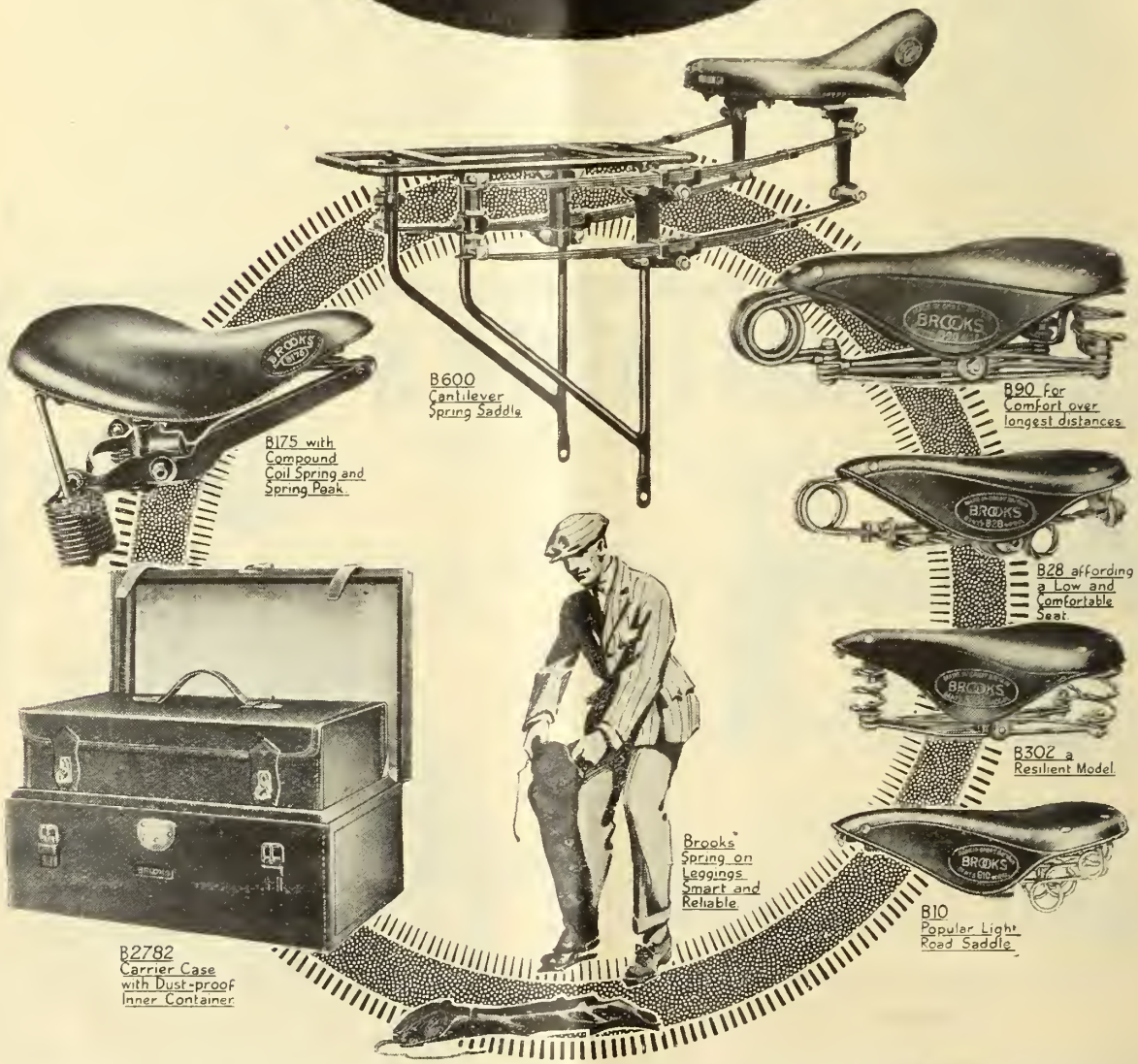


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The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

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Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

Railway Rates.

In January, 1920, Railway Rates were increased by 75 per cent., and in September, 1920, a further increase of 25 per cent. was made. The amount of the latter increase was suggested by the Railway Companies themselves as being the increase required to enable them to raise in 11 months sufficient revenue to wipe out the deficit incurred over a period of 16 months. We should add that in addition to the percentage increase, certain flat rate additions were also made. Traders contended before the Rates Advisory Committee that the proposed increase would fail to effect the desired purpose. The traders were right—and the necessary revenue was not obtained. Part of this failure was no doubt due to the general trade depression which was being experienced, but the average commercial man would be the first to assert that to increase prices in time of depression is to court failure.

During the passage of the Railways Act through Parliament, Sir Eric Geddes, Minister of Transport, on more than one occasion referred to Railway Rates as being abnormally high, and he expressed the view that they had got to come down considerably.

During December, important deputations waited upon the Railway Companies and urged them to make a general all-round reduction before the end of the year. One of these deputations which was received by the Chief Goods Manager consisted of representatives of the Association of British Chambers of Commerce, The Federation of British Industries, the National Iron and Steel Manufacturers' Federation, and other important bodies, and the other deputation which was received by the whole body of General Managers was a deputation from the Association of British Chambers of Commerce only. The Birmingham Chamber of Commerce was represented at both deputations, and the representative was one of the appointed speakers. The suggestion made was that the flat rate should be abolished, and that one half of the 100 per cent. increase should be taken off, thus leaving Railway Rates at 50 per cent. above pre-war

level. It was urged upon the Railway Companies that having regard to the enormous savings which they had been able to effect owing to the decreased cost of fuel and materials and to the large sums saved in wages owing to the operation of the sliding scale the reduction asked for was eminently reasonable.

Now what have the Railway Companies done? They have addressed a letter to the various parties concerned in which, very grudgingly, they give a 25 per cent. reduction on coal, coke and patent fuel, lime stone for chemical works, and lime in Class "B" of the General Railway Classification for iron and steel-making purposes. In their letter communicating this miserable concession, they refer to the recommendation made by traders as being that of a drastic cutting of rates. They go on to say that they were much impressed by the statement made to them as to the difficulties which the trading industry of the country had to contend with at the present time, and, continuing, say that they feel that the case for reductions of rates would have been much strengthened if the deputations had been able to give an assurance, or even to express a confident expectation, that reduced rates would result in an immediate increase in traffic.

The deputation from the Association of British Chambers of Commerce gave a concrete instance of the manner in which manufacturers had endeavoured to stimulate a revival of trade. It was pointed out that whereas in November, 1920, the price of British pig iron was £13 per ton, the manufacturers were endeavouring to secure trade in November, 1921, by quoting £5 to £5 10s. per ton. It was naturally thought that this would appeal to the Railway Companies, but presumably it did not, because they not only gave the slight concession referred to above, but described it as being applied experimentally for a period of 12 months.

We have no hesitation whatever in saying that the reduction is totally inadequate. Even the reduction asked for by the traders would not have been sufficient to bring about an immediate revival of trade, but the reduction given will not only fail absolutely to stimulate trade, but will also fail to bring revenue to the Railway Companies. The question of what steps shall be taken by the commercial organisations of the country in connection with the matter is now under consideration, but it is not unlikely that an application will be made to the new Rates Tribunal for a general all-round reduction of rates and for special consideration in the case of materials which are of primary importance to the industries of the country.

Editorial Notes.

1922.

The question one hears on every side is as to whether the new year is likely to witness a development of trade. The Irish question is in the way of being settled peacefully, the Washington Conference has accomplished magnificent work, the Cannes Conference has apparently come to grips with the economic questions arising out of the Peace Treaty. Russia seems to be more and more inclined to act reasonably, and if reports be true the Geddes Economy Committee's report should enable the Chancellor of the Exchequer to make drastic cuts in expenditure, and much-wanted reduction in taxation. All these alone, however, will not be sufficient to restore normal trade, so long as the Foreign Exchanges remain as they are now; and it is clear that the Exchanges can only be steadied or stabilised by the resumption of a more or less normal interchange of commodities.

* * *

Japanese Visit.

The recent visit of the influential Commercial delegation from Japan should do a great deal of good. The programme prepared for them by the Chamber was a heavy one, but the members of the delegation responded with great activity. The business conference convened by the Chamber was a great success. It lasted well over two hours, and such subjects as the evolution of social relation, the piracy of trade marks, relations between employer and employed and the British Industries Fair formed interesting and useful topics for discussion. When it is realised that the members of the delegation represented 75 per cent. of the industrial capitals of Japan, its importance will be evident to all, and the fact that arrangements have been made for the exchange of memorandam after the Mission returns to Japan will offer a considerable opportunity for cementing the friendly relations so happily formed during the visit.

* * *

British Industries Fair.

In spite of the very great industrial, commercial and financial depression over five hundred exhibitors have already booked space for the third British Industries Fair, to be held at Castle Bromwich, between February 27th and March 10th. Had the anxiously-awaited revival of trade been experienced many hesitating firms would no doubt have made up their minds long before this. They should be warned that delay is dangerous to their interests. The Fair is the means adopted for promoting British trade, and the time when it is most necessary for individual firms to participate in Exhibitions or Fairs is the time when they are wanting trade. When trade is good it is also obviously essential that they should be prominent in showing their goods to the thousands of prospective buyers who will visit the Fair.

* * *

German Commercial Penetration.

Members of the Chamber are good enough to send us from time to time advertising literature sent to them by German firms. This literature is usually

of a most interesting character, and serves to show that our German competitors do not intend to be left standing still, notwithstanding the fact that they were cut off from the rest of the commercial world for a period of over four years of war. The British manufacturer might well copy his German competitor in trying a system of intensive advertising abroad by means of attractive circulars and postcards, such as are commonly used by the Germans in addition to their consistent advertising in the trade press and their Exhibitions at Continental and other Fairs. The seven delagates who went from Birmingham to the last Spring Fair at Leipzig received on the second morning they were there quite a shoal of invitations to buy German goods. This was rendered possible by the system of registration of visitors to Leipzig, and it may well be worth consideration whether we cannot institute as an experiment a voluntary system here.

Council Meeting.

The monthly meeting of the Council was held at the Registered Offices of the Chamber, on Monday, 2nd January, 1922, at 2.30 p.m.

The President (Mr. H. C. Field, M.A., J.P.), presided, and there were also present: Ald. H. J. Sayer, Maj. H. J. Walduck, Maj. T. C. Aveling, Messrs. F. Hickinbotham, F. B. Goodman, Geo. H. Dugard, John W. Earle, C. Holland Harper, Herbert O. Worrall, John P. Achurch, J. Weatherhead, Lewis W. Goold, C. E. Greener, J. Percy Plant, P. G. Allday, John Belliss, C. T. Barlow, T. G. Upjohn, E. H. Kannreuther, W. Deakin, Percy B. Adams, E. O. Boston, F. Johnson, H. Lakin-Smith, G. Henry Wright (secretary), and H. Eyles (assistant-secretary).

The notice convening the meeting was taken as read.

The minutes of the last meeting having been circulated were taken as read, and signed as a correct record of the proceedings at such meeting.

Apologies were announced from Messrs. J. S. Taylor, G. C. Vyle, W. Marshall Freeman, F. C. Baisley, T. Parker Smith, W. B. Fletcher, A. M. Reynolds, and R. C. Rodgers.

Chamber Banquet.

It was moved by the President, seconded by Mr. F. B. Goodman, and

Resolved.—That in view of the severe trade depression, and the serious amount of unemployment, the Chamber's annual banquet be not held and that a circular be addressed to all members, asking them to subscribe the money they would have spent on the banquet to the Lord Mayor's Fund for Boots and Clothing.

REPORT OF THE GENERAL PURPOSES COMMITTEE.

Resolved. -That the report of the General Purposes Committee now submitted be approved, adopted and entered on the minutes.

Report of the General Purposes Committee.

Meeting with Birmingham Members of Parliament.

Your Committee beg to report that they have considered the proposal made by Mr. Neville Chamberlain, M.P., in the course of the address he gave at the meeting of the members of the Chamber on the 21st November, relating to closer co-operation between representatives of the Chamber of Commerce and the Members of Parliament for Birmingham.

Your Committee heartily welcome the suggestion, and they are pleased to report that a meeting is being arranged to take place during the present month. Subjects for discussion have been agreed upon and include matters from this Committee, the Imperial and Local Finance Committee, the Patents Trade Marks and Designs Committee, and the Export Merchants' Section.

Programme of Meetings.

Your Committee have pleasure in reporting that the Rt. Hon. H. A. L. Fisher, Minister for Education, will address a general meeting of the Chamber, on the 17th February, in connection with the Russian Chair, after which he will also address a public meeting, to be convened jointly by the University of Birmingham and the Chamber, and that Mr. E. Shrapnell Smith, C.B.E., President of the Commercial Motor Users' Association, and Vice-President of the Institute of Transport, will address a meeting on Thursday, 23rd February, on "Road Transport."

Resignation of Mr. F. C. Baisley.

Your Committee beg to report that Mr. F. C. Baisley has tendered his resignation as a Member of the Council and its Committees. The resignation has been accepted with regret, and your Committee have placed on record their appreciation of the services rendered by Mr. Baisley during the period he was a Vice-President of the Chamber and a Member of its Committees.

Your Committee recommend that Mr. L. V. Kenward, of Messrs. Dunlop Rubber Co., Ltd., be appointed a Member of the Council to fill the vacancy caused by the resignation of Mr. Baisley.

Consular Agent for Latvia.

Your Committee beg to report that at the request of the Consul-General for Latvia in London, enquiries were made with a view to securing the name of a gentleman who would be willing to act as Consular Agent for Latvia in Birmingham. Your Committee have much pleasure in reporting that the name of Colonel F. G. Danielson has now been submitted.

Birmingham Citizens' Society.

Your Committee beg to report that Mr. John Belliss has been nominated as the Chamber's second representative to serve on the Executive Committee of the Birmingham Citizens' Society.

Certificates of Origin for Goods Exported to Belgium.

Complaint has been made to the Chamber regarding the fee payable for Certificates of Origin relating to goods exported to Belgium, the fee being 5s., irrespective of the amount of the invoice.

Your Committee understand that a very large number of parcels sent to Belgium from this district are of quite small value and it is considered that the fee for such parcels is excessive. It is feared that the amount of the fee will very seriously handicap trade between this country and Belgium, and representation has been made by your Committee to the Board of Trade, urging a substantial reduction in the fee in respect of small consignments up to £20.

Visit of Senior Trade Commissioner for South Africa.

Your Committee beg to report that Mr. W. G. Wickham, H.M. Senior Trade Commissioner in South Africa, visited Birmingham from the 30th November to the 6th December, 1921. He gave 31 interviews to firms interested in trade with South Africa, and visited one factory.

The arrangements for the visit were made by the Chamber.

Parcels sent to Italy.

Your Committee have received a complaint with reference to the new regulation of the General Post Office respecting parcels sent to Italy. It is stated that traders are now required to enclose in each parcel a copy of the invoice relating to the goods contained therein.

Objection is made that in view of the quantity of parcels into which many consignments through the parcels post are split, compliance with the regulation is rendered extremely difficult, if not, indeed, impossible.

In the case of goods ordered by Agents in Italy to be sent direct to the customers, the objection to the new regulation is accentuated inasmuch as it involves the communication to the actual customers of information as to price, etc., which in the ordinary course, would only be known by the buying agent.

Your Committee recommend that representation on the matter be made to the Postmaster-General.

Exports Credits Scheme.

A letter has been received from the Department of Overseas Trade, stating that if it is felt that a personal explanation of the Exports Credits Scheme would be helpful, the Department would be glad to arrange for an officer to visit the Chamber, with the view of elucidating in private any points on which further information is desired in connection with the scheme. Your Committee have instructed the Secretary to communicate with the Department of Overseas Trade, suggesting that an officer should be sent to Birmingham to address a meeting of the Chamber and to give interviews following.

Air Conference.

Your Committee beg to report that the Chamber has been invited to nominate representatives to attend an Air Conference convened by the Air Ministry, to be held in London, on the 7th and 8th February, when discussions will take place on Civil Aviation and the technical side of aeronautics.

Your Committee have nominated Mr. G. C. Vyle, Mr. H. James Yates, and Mr. F. Hilary Jones to attend the conference.

Having regard to the importance of aerial transport, the Council in April last passed a resolution suggesting that the Air Ministry in convening a conference in the future should invite representatives from the leading Chambers of Commerce. The Council also expressed its willingness to assist the Government in any way possible in the development of this important industry.

Post Office Wayleaves.

The attention of your Committee has been drawn to a case brought before the Birmingham Stipendiary, on behalf of the Postmaster-General, respecting the rights of property-owners to determine agreements for consents given for placing telephone posts on private property, and the appropriate annual amount which should be paid by the Post Office for the facility.

It appears in the case referred to that consent was given in 1910 to the National Telephone Company for the maintenance of a pole, etc., for an annual payment of £1 5s. In June of the present year, the Post Office engineers renewed the pole on account of deterioration, and they again approached the owner of the property. As a consequence, notice under the terms of the agreement was given for the removal of the pole, and the case was taken up by the Postmaster-General under the extended powers granted to him by the Telegraph Construction Act, 1916.

Under the provisions of the Act, the Postmaster-General was advised that any amount paid in respect of wayleaves should bear direct relation to the loss or inconvenience caused by the presence of his fixtures which in this case were assessed by him at 2s. 6d. per annum.

The Stipendiary made an award, consenting to the maintenance of the fixtures subject to a payment of 2s. 6d. per annum. He assessed the cost of the appeal at £5 5s., and directed that this should be paid by the owner of the property.

Your Committee recommend that a representation be made to the Postmaster-General, urging that where it is necessary to renew or maintain telephone or telegraph poles on private property more reasonable consideration should be given to equitable rights of the owners of property than appears to have been given in this case.

Deputation from the Selly Oak and Bournbrook Unemployed Committee.

Your Committee beg to report that on Monday, the 12th December, 1921, the Honorary Officers of the Chamber received a deputation from the Selly Oak and

Bournbrook Unemployed Committee, who submitted certain proposals which they suggested would mitigate the present industrial depression. They also outlined schemes for relieving unemployment.

Committee's Recommendations.

Resignation of Mr. F. C. Baisley.

That Mr. L. V. Kenward, of Messrs. Dunlop Rubber Co., Ltd., be appointed a Member of the Council, to fill the vacancy caused by the resignation of Mr. Baisley.

Parcels Sent to Italy.

That representation on this matter be made to the Postmaster-General.

Post Office Wayleaves.

That a representation be made to the Postmaster-General urging that where it is necessary to renew or maintain telephone or telegraph poles on private property more reasonable consideration should be given to the equitable rights of the owners of property than appears to have been given in this case.

F. HICKINBOTHAM,
Chairman.

Birmingham, December 29th, 1921.

REPORT OF RAILWAYS AND TRANSPORT COMMITTEE.

Resolved—That the report of the Railways and Transport Committee now submitted, be approved, adopted and entered on the minutes.

Report of Railways and Transport Committee.

Carriage of Motor Cycle with Side-car Attached.

Your Committee had before them a complaint that a consignment of three motor cycles with side-cars attached, forwarded to the Olympia Motor Show in one truck by passenger train, was charged over the railway as for three motor cars, at a rate of 4s. 4½d. per mile.

It appears that the railway companies have no separate classification for motor cycles with side-cars attached, and the present charge upon these is based on the schedule applicable to motor cars with a minimum of 50cwt. per truck. In reality, therefore, the charge made by the railway companies for this consignment is the same as would have been made for three motor cars sent in separate trucks.

Your Committee regard the existing regulation as altogether unreasonable, and a representation on the subject has been made to the Railway Clearing House.

Timber Traffic in Birmingham.

Your Committee beg to report that, prior to the war, the timber rates to Birmingham and South Staffordshire from the ports were all noted with carted conditions, but owing to difficulties during the war, the companies gave notice in 1918 that they could not undertake the cartage service of this traffic, and that traders must perform their own cartage, subject to a rebate of 1s. per ton.

This was regarded by the public as a war-time measure, and no general protest was made by the traders.

Since the termination of hostilities, however, the railway companies have re-commenced the cartage of this traffic in some places, but, instead of applying the old rates with carted conditions, are applying S. to S. rates with a separate cartage charge of 4s. 6d. per ton. The rebate which is given from the old rate is 3s. 6d. per ton only, which results in a nett increase of 1s. per ton on such timber traffic into this district over and above the scheduled increases.

Representation has been made to the Board of Trade, and they have replied that no useful purpose would be served by their approaching the railway companies further unless reasons can be adduced for thinking that the rate charged to-day is a higher figure than would have been charged had the rate always been a station to station rate.

It is, of course, impossible to give this evidence, because the timber rates to Birmingham in the past have been fixed with regard to the water competition. The point of the complaint has no reference to the low basis of the rates, but that, by means of a war-time notice, the companies have succeeded in increasing them 1s. per ton over and above the increase imposed generally throughout the country.

Your Committee recommend that further representation be made on the subject.

Port of London Surcharges.

Your Committee have to report that in connection with this matter, on and from the 21st November, 1921, the Port of London Authority discontinued the additional charge of 2s. per ton in respect of dock services on rail-borne exports carried at F.A.S. rates.

The Council will doubtless recall that the Chamber has been pressing this matter for a considerable time.

Passenger Train Service, Birmingham, Liverpool and Manchester.

Your Committee have pleasure in reporting that in connection with this matter, the London and North Western Railway Company, gave sympathetic consideration to the Chamber's representation, urging improved train services between Birmingham, Liverpool and Manchester, and the following new additional expresses have been inaugurated:

Saturdays excepted.		a.m.
Birmingham (New Street), dep.	.. ..	8.30
Wolverhampton (High Level) ,,	.. ..	*8.52
Crewe arr.	.. ..	9.39
Liverpool (Lime Street) ,,	.. ..	10.35
Manchester (London Road) ,,	.. ..	10.33

* Calls to pick up only.

Saturdays excepted.		p.m.
Manchester (London Road) dep.	.. ..	5.30
Liverpool (Lime Street) ,,	.. ..	5.20
Crewe ,,	.. ..	6.28
Wolverhampton (High Level) arr.	.. ..	7.19
Birmingham (New Street) ,,	.. ..	7.50

Constitution of the National Wages Board Panel

Your Committee have been advised from the Ministry of Labour that the following Panel has been set up under the provision of Section 64 of the Railways Act, 1921 :—

National Wages Board.

Chairman—Sir William W. Mackenzie, K.B.E., K.C.

Railway Companies (6) :—

Panel of 14 :—

Mr. D. A. Matheson, Caledonian Company.
Mr. D. Cooper, Glasgow & South Western.
Mr. Sam Fay, Great Central.
Sir Henry Thornton, K.B.E., Great Eastern.
Mr. C. H. Dent, Great Northern.
Mr. F. J. C. Pole, Great Western.
Sir Herbert A. Walker, K.C.B., London & South Western.
Mr. A. Watson, C.B.E., London and North Western.
Sir William Forbes, London, Brighton and South Coast.
Mr. F. Tatlow, C.B.E., Midland.
Mr J. Calder, North British.
Sir A. Kaye Butterworth, North Eastern.
Mr. P. C. Tempest, C.B.E., South Eastern and Chatham.
Mr. E. A. Prosser, C.B.E., Taff Vale.

Railway Unions (6) :

National Union of Railwaymen (2) :—
Mr. J. Marchbank.
Rt. Hon. J. H. Thomas, M.P.

Associated Society of Locomotive Engineers and Firemen (2) :—
Mr. C. Jarman.
Mr. S. Garrison.

Railway Clerks' Association (2) :—
Mr. T. H. Gill, J.P.
Mr. G. Latham.

Users (4) :—

Trades Union General Council.—Mr. E. L. Poulton, J.P.

Co-operative Union.—Mr. H. J. Hay.

Association of British Chambers of Commerce.—Mr. E. Manville, M.P.

Federation of British Industries.—Sir T. Robinson, M.P.

Midland Motor Parks.

Your Committee beg to report that in connection with the representation made by the Chamber to the Chief Constable, regarding the difficulty experienced by members of the Chamber in obtaining suitable standing accommodation for their motors when attending meetings at the Chamber, and inquiring whether arrangements could be made for them to stand in Ethel Street, a letter has been received to the effect that the centre of Ethel Street is at the present time occupied by a licensed Hackney carriage stand, and that there is no room for other vehicles in addition.

For the information of members, your Committee have pleasure in giving the following list of streets where motor cars may be left, unless complaint arises :—

Waterloo Street.—If no complaints arise.

Newhall Street.—Between Edmund Street and Cornwall Street on the old cab stand.

Ratcliff Place.—On the cab stand in the centre of the carriageway, and side of Town Hall.

Station Street.—On the cab stand on the station side of the street between Worcester Street and Dudley Street.

Gas Street.—Near entrance to Canal ; room for three cars.

Sheepcote Street.—Near entrance to Old Children's Hospital, room for two cars.

Ruston Street.—Room for two cars.

Hagley Road.—Junction of Chad Road and Vicarage Road ; old cab stand ; room for three cars.

Wellington Road.—Near Bristol Road ; old cab stand ; room for two cars.

Holland Street.—Off George Street, Parade (someone should be in charge) ; room for twelve cars.

Goodman Street.—Spring Hill, right-hand side from tramline ; room for five cars.

Heath Street, South.—Off Dudley Road, on right-hand side ; room for four cars.

Pitsford Street.—Between George Street West and Clissold Street, on the railway side ; room for twelve cars.

Harmer Street.—Off Lodge Road ; room for four cars.

Great Charles Street.—Old cab stand in middle of road (Snow Hill end), room for six cars.

Park Avenue.—Unadopted road ; room for six cars.

Soho Avenue.—Unadopted Road ; room for six cars.

Oakland Road.—Opposite Booth Street ; room for six cars.

Willmore Road.—Perry Barr ; room for six cars.

Broadway.—Witton ; room for six cars.

Cliveland Street. Off Newtown Row (watch) ; room for six cars.

Stanmore Road.—Off Hagley Road ; room for six cars.

Reduction of Railway Rates.

Your Committee beg to report that on Friday, the 18th November, 1921, at 11 a.m., a meeting of the Traders' Co-ordination Committee was held in London at the Offices of the Federation of British Industries, to make arrangements for a case to be presented to the Chief Goods Managers' Conference in the afternoon with reference to the great need for an immediate, all-round reduction of railway rates.

At this meeting your Chamber was represented by your Secretary.

The meeting lasted nearly two hours, and the whole subject was thoroughly discussed.

A meeting with the railway companies took place at three o'clock in the afternoon and was introduced by Major-General Long, C.B., who explained that the deputation consisted of representatives of the Association of British Chambers of Commerce, the Federation of British Industries, the Central Chamber of Agriculture, the Mansion House Association, the Traders Traffic Conference, the Association of British Chemical Manufacturers and other commercial bodies. He then called upon Mr. Currington, the representative

of the Traders' Traffic Conferences to state the main case.

In emphasising the need for an all-round immediate reduction, Mr. Currington quoted from reports of the Rates Advisory Committee and also a statement made by Sir Eric Geddes on the report stage of the Railways Bill—quotations which more than justified the application they were making. It was urged that, having regard to the reductions which had taken place in wages, materials, etc., since the rates were finally increased in September, 1920, there should be such a reduction as would leave railway rates at a level not higher than 50 per cent. upon pre-war rates.

Mr. G. Henry Wright dealt with the position in the hardware district. He pointed out that, at the present time, one person in every twelve of the whole of the population of Birmingham was unemployed and that even before the last increase was made in 1920, it had been found on investigation in Birmingham that there had been total cessation of trade in some instances, curtailment of distribution areas in others, and failure to secure export trade definitely attributable to the heavy transport charges.

Other speakers dealt with textiles, food stuffs, agricultural products, chemicals, engineering, gas, glass, oil, and limestone.

Winding up the case, General Long urged that the statements made should receive very careful consideration, and that adequate assistance should be given as the traders would prefer to settle direct with the railway companies, rather than go to the Rates Tribunal.

Mr. R. L. Wedgwood, the Chairman of the Railway Companies' side, thanked the deputation, and informed them that the matter was now before the general managers. He added that the railway companies would endeavour to give a reply by the 10th of December, and it was understood that no application would be filed with the Rates Tribunal before that date.

NOTE. Since the meeting of your Committee the following announcement has been made by the English and Welsh Railway Companies :—

Rates for Coal, Coke and Patent Fuel, etc.

The general managers of the English and Welsh Railway Companies have given careful consideration to the representations made to them by various deputations, and while they are unable to recommend the very drastic cutting of rates asked for, they are prepared to go as far as they possibly can in the direction suggested.

The railway companies have been much impressed by the statements made to them as to the difficulties with which the trade and industry of the country have to contend at the present time, and although these difficulties would not disappear, even if railway rates were reduced to the pre-war basis—indeed, in most cases, the increase in railway charges is but a small fraction of the additional costs which hamper industry at the present time—it is realised that the argument, urged by many of the deputations, that "every little helps," is not without force. At any rate, the railway companies are willing to act on that assumption.

It is felt that the case for reductions of rates would have been much strengthened if the deputations had been able to give an assurance or even to express a confident expectation, that reduced rates would result in an immediate increase in traffic, but as you are aware, this was not forthcoming. At the same time, the English and Welsh Companies realise that in the present abnormal circumstances risks have to be taken which in more normal times they would hesitate to face, and, in the hope that a reduction of railway charges will assist in resuscitating trade and industry, they are prepared to try the experiment of reducing rates in respect of traffic where the need for reduction is most urgent, viz. : (1) coal, coke and patent fuel, where the cost affects nearly all industries, so that a reduction in the price would assist to resuscitate trade generally, and (2) iron and steel, where reductions have already been made in the railway rates of the chief constituent raw production.

The English and Welsh Companies have, therefore, decided that on and from the first day of January next (*i.e.*, 1922) the rates for the undermentioned traffics be modified as shown :—

Coal, Coke and Patent Fuel Limestone for Chemical Works.	The increase in the base rates in operation on 14th January, 1920 (now 100 per cent.) reduced to 75 per cent.
Lime in Class "B" of the General Railway Classification for iron and steel-making purposes	The present flat rate of 6d. per ton reduced to 4d. per ton. The maximum addition of 4s. per ton, where applicable, retained.

In view of the uncertainty as to future costs and prices it is proposed that these reductions shall be applied experimentally for a period of twelve months.

The railway companies are aware that these reductions are less than those which were stated by the deputations to be necessary in order to afford the desired relief to trade, but, on the other hand, the companies cannot afford to make further concessions at the present time. It is certain that the reductions now proposed will result in a substantial diminution of net revenue, a diminution which the companies would not be able to face, were it not that they look for relief at an early date from a further fall in the prices of materials and the automatic reduction of wages under the National Settlement arising from a fall in the cost of living. It is impossible for the companies to face any greater or more general reductions of railway charges until there is a further substantial fall in the working costs of the railways, consequent upon a reduction in the price of coal and other materials, and in the cost of railway labour, since it is only in these directions that any considerable reduction in working costs can be achieved.

It is to be hoped that amicable means will be found at an early date by negotiations with the Trade Unions, to bring railway wages and working conditions (which, after all, represent the main items of cost which the

companies can directly influence) more into harmony with the industrial position. If at the same time the prices of coal and other materials are brought nearer to pre-war figures, it may be possible for the railway companies to give consideration to the question of making further reductions in their charges.

(Signed) P. H. PRICE,
Secretary.

Railway Rates for Blast Furnace Material.

Your Committee beg to report that on Tuesday, the 22nd November, 1921, a deputation, from the Association of British Chambers of Commerce, waited upon the General Managers' Conference at the Railway Clearing House, in connection with :—

1. The need for exceptional treatment in regard to rates on fuel and material conveyed to blast furnaces.
2. With regard to the need for a general all-round reduction of railway rates.

The deputation consisted of Sir Arthur Shirley Benn, K.B.E., M.P., the president of the Association ; Mr. R. B. Dunwoody, O.B.E., secretary of the Association ; Mr. G. Henry Wright, Birmingham ; Mr. Thomas Petrie, Glasgow ; Mr. A. Somerville, Leith ; Mr. H. Gree , Lincoln ; Mr. Tomlinson, Manchester ; Mr. Taylor, London ; Mr. Gillett, Rotherham ; Mr. W. D. Pickering, and Mr. J. Andrew, Sheffield ; Mr. S. A. Fellows, Wolverhampton.

The railway managers were presided over by Sir Henry Thornton.

Sir Arthur Shirley Benn introduced the deputation, and then called upon Mr. G. Henry Wright, who opened the case by reading the agreed statement of facts and arguments in support of exceptional treatment being accorded to blast furnaces in regard to railway rates on coke, lime stone, ore, etc. This statement appeared in THE BIRMINGHAM CHAMBER OF COMMERCE JOURNAL, on October 15th, 1921.

In order to show that manufacturers on their side had done their utmost to stimulate trade, he quoted the following figures :—

Nov., 1920.	£ s. d.	Nov., 1921. £ s. d.
Price of pig iron at works	13 0 0	£5 to 5 10 0
Price of coke at ovens ..	3 6 0	1 3 0
Price of lime stone at quarry	5 6	1 11
Price of ore at mines ..	6 1½	1 3

He added that, notwithstanding these great reductions in the prices, very little satisfactory improvement in trade could be reported, and that it now remained for the railway companies to do their utmost to help by giving exceptional treatment in the way of lower railway rates.

Concluding his remarks, Mr. Wright said the deputation felt convinced that the question of a general all-round reduction of railway rates would not be adversely affected by the exceptional treatment then asked for. On the contrary, the deputation felt that if, by such exceptional treatment, the blast furnaces of the country, of which, out of 319, only 80 were in blast, could once more be successfully started, the railway companies would most probably be enabled to make a greater all-round reduction than would otherwise be possible.

Mr. Pickering and Mr. Andrew, and Mr. Thomas Petrie followed in support, urging that the question was of serious moment to the districts concerned and also to a vast number of the industries of the country, inasmuch as all those industries are now suffering from the cumulative effect of the high prices of pig iron, which forms their primary raw material.

On the question of the need for a general all-round reduction in rates, statements were made by Mr. Fellows, Mr. Cross, and Mr. Somerville.

Sir Henry Thornton thanked the deputation for the clear and considerate way in which the cases had been put forward and stated that, whilst it would be impossible for an immediate answer to be given, the representations which had been made would receive the most careful consideration at the hands of the railway companies.

After Sir Arthur Shirley Benn had thanked the railway managers for receiving the deputation, the latter withdrew.

General Revision of Railway Classification.

With further reference to this matter, your Committee have to report that the work of co-ordination has been completed, and that considerable progress has been made in the discussions with the railway companies.

As previously reported, the Chamber lodged several hundred objections, particularly in respect of the following groups :—

Group 5.—Iron and Steel.
Group 5a.—Hardware and Holloware.
Group 15.—Non-ferrous Metals.
Group 2.—Machinery and Engineering.
Group 10.—Foodstuffs and Cattle Food.
Group 17.—Paper and Paper-Making Materials.

The discussions with the railway companies have been attended by the Chamber's representatives in several instances, and the views of Birmingham traders have been put forward. We are now awaiting the replies of the railway companies to the representations made.

Group 5. Hardware and Hollowware.

The discussions with the railway companies were conducted by your Secretary and Railway Expert, together with local representatives of the trades interested, when the following claims were put forward :—

(*a*) That the existing hardware list should be retained.

(*b*) That the proposals in respect of packing should be made identical with existing practice.

(*c*) That the classification should be approximated to the existing rates in conformity with the special schedule attached to the London and North Western Railway Rates and Charges Order, 1891.

(*d*) That the arrangement in respect of mixed parcels (allowing 10 per cent. of articles in higher

classes to be included in hardware) should be continued.

(*e*) That the proposal for a higher class (19) for hardware articles in aluminium, nickel, Britannia metal and alloys, should be withdrawn, and the present definition of hardware should be continued.

The views of the trade representatives in respect of hollow-ware, wrought, cast iron, enamelled, and aluminium, were also put forward, and various modifications suggested for consideration of the companies. In the opinion of your Committee the proposals of the railway companies are likely to affect the hardware and hollow-ware trade adversely, and if the results of the representations to the railway companies are unsatisfactory, your Committee recommend that steps should be taken to present the case fully before the Rates Tribunal.

Your Committee are pleased to report that the circulars issued to the traders have been well received in many instances, and much useful information has been supplied for the discussions with the railway companies.

Committee's Recommendations.

Timber Traffic in Birmingham.

That further representation be made in connection with this matter.

W. DEAKIN,
Chairman.

Birmingham, 28th December, 1921.

REPORT OF IMPERIAL AND LOCAL FINANCE COMMITTEE.

Resolved—That the report of the Imperial and Local Finance Committee now submitted be received and entered on the minutes.

Report of Imperial and Local Finance Committee.

Gas, Electricity and Water Charges.

In accordance with the instruction of the Council at its last Meeting, a letter was addressed to the Gas, Electricity and Water Departments of the Birmingham Corporation, referring to the alarm expressed by traders as to the detrimental effect on trade of the high charges for gas, electricity, and water in Birmingham; and urging that an early reduction in the existing charges should be made.

Your Committee have now had under consideration the replies of two of the departments, namely, Electricity and Water.

The Electric Supply Department point out that apart from the automatic adjustment of charges month by month in the case of High Tension supplies, the last alteration in the tariff of charges to consumers was made in June, 1920. Subsequent to that date there were advances in the cost of fuel and wages, the two leading items in the cost of production.

The Department has also had to bear heavy losses arising out of the three months' coal stoppage (April to June) coupled with a serious drop in output arising from that stoppage and from the general trade depression. Until there has been some recoupment for these extra costs the Department state that it is obvious the Electric Supply Committee cannot recommend a general reduction of the tariff.

With regard to the supply of power, under contracts to the large works in the city, the charges are governed, largely by the cost of fuel, and vary from month to month. In this connection there had been substantial reductions made, the charge to the consumers in November showing on the average a reduction of no less than 19 per cent. on the average obtaining twelve months ago.

The letter from the Department adds that the Electric Supply Committee are fully alive to the desirability of selling at as low a rate as is consistent with cost.

In connection with the Water Charges your Secretary has had an interview with Col. E. Martineau, the Chairman of the Water Committee, at his request, with reference to the Chamber's letter. Col. Martineau, at the outset, expressed his desire to give your Committee every possible detail of information as to the financial position of the Water Undertaking.

He pointed out that, unlike a private Water Company, the Corporation could not accumulate deficits, but must, perforce, take steps year by year to make them good. He pointed out also, that the total estimated revenue in 1921 was £517,518, and that against this the Corporation had to find £411,402, for capital charges alone. The working expenses which had also to be found and which represented the only item over which the Water Committee have any control, amounted to £336,931.

It would appear from a report presented to the City Council, on the 5th April, 1921, that the percentage ratio of increase of revenue and expenditure, based on the figures for the first year of the war 1914-15, are as follows :-

	1915	1916	1917	1918	1919	1920	1921 (Est.)	1922 (Est.)
Revenue .. .	—	19.2	23.4	35.3	44.0	45.5	52.3	54.4
Working Expenses ..		13.7	9.8	30.4	75.0	99.9	174.5	205.4
Capital Charges .	—	7.6	11.8	18.0	27.4	27.3	34.6	38.5

During the year ending 31st March, 1920, of the total quantity of water distributed, about 26.5 per cent. was attributable to measured supplies, that is to say, supplies to Manufactories, Works, etc., in respect of which 12.4 per cent. of the Water Revenue was received. The remaining quantity 73.5 per cent., was attributable to unmeasured (chiefly domestic) supplies from which the remaining 57.6 per cent. of the revenue was derived.

A reply from the Gas Department to the Chamber's representation is not yet to hand, but your Committee have observed that the Gas Committee have decided to recommend revisions in the price of gas as and from January 1st, 1922.

The Committee propose giving further consideration to the replies received at its next Meeting.

H. LAKIN-SMITH,
Chairman.

Birmingham, 28th December, 1921.

REPORT OF PATENTS, TRADE MARKS AND DESIGNS COMMITTEE.

Resolved—That the report of the Patents, Trade Marks and Designs Committee, now submitted, be approved, adopted and entered on the minutes.

Report of Patents, Trade Marks and Designs Committee.

Merchandise Marks Acts.

Importation of Advertising Novelties

The General Purposes Committee, in its last Report to the Council, referred to a recommendation by the Patents, Trade Marks and Designs Committee, with reference to the practice of the Commissioners of Customs and Excise to allow delivery, so far as the provision of the Merchandise Marks Act, 1887 are concerned, of advertising articles imported from abroad, bearing the name, etc., of a British firm, unaccompanied by a statement as to the country of manufacture of the goods, on its being shown to the satisfaction of the Commissioners :—

1. That the articles in question are intended solely for gratuitous distribution for advertising purposes.

2. That the trader whose name, etc., appears on the articles is not a maker of, or dealer in, such articles.

3. That (in the event of the goods not being imported direct), the trader whose name is on the article is aware of the country of origin of the goods.

Complaint was made to the Chamber that the business of manufacturers of Advertising Novelties has been, and is being, most seriously affected by the importation from Germany, and other parts of Central Europe, of considerable quantities of advertising novelties, which in a normal period, would have been ordered in this country.

The Patents, Trade Marks and Designs Committee recommended that H.M. Commissioners of Customs and Excise should be urged carefully to reconsider the matter with the view of rescinding the instructions which are now acted upon and applying the provisions of Section 16 of the Merchandise Marks Act, 1887, to imported advertising articles of all kinds in the same manner as the provisions are applied to articles imported for sale in this country.

Your Committee entirely approved the recommendations which were duly forwarded to the Secretary of Customs and Excise.

A letter has now been received from the Customs House, stating that the Commissioners of Customs and Excise do not consider that they have power under the Merchandise Marks Act to require an indication of the country of origin to be added to imported foreign goods merely because they had marked upon them an advertisement of a trader in this country who is not a manufacturer of, or dealer in, articles of the kind in question, and who was merely importing them for gratuitous distribution as advertisements.

Your Committee are taking further action in the matter.

Meeting with Birmingham M.P.'s.

Your Committee have considered the suggestion made by Mr. Neville Chamberlain, M.P., in the course of the address he gave to the Members of the Chamber, on the 21st November, that more use could be made of Meetings between representatives of the Chamber and the local Members of Parliament.

Your Committee have agreed upon two or three matters, including the above, and those mentioned in the following paragraphs, to be discussed with Birmingham Members when the Meeting is arranged.

"Staffordshire Mark."

Your Committee have considered a complaint with regard to the alleged importation into Chile of Japanese earthenware bearing the mark "Staffordshire." Immediately upon the Report reaching the Secretary, a letter was addressed to the Department of Overseas Trade, urging that if possible H.M. Consular Officers in Chile should be instructed to make close inquiry with a view to the alleged fradulent trading being stopped.

The Chamber was subsequently advised by the Department of Overseas Trade that in accordance with the suggestion made by your Secretary the Commercial Secretary at the Port of Import had been asked to watch carefully importations of earthenware and to report to the Department, for consideration, any abuses of British marks by importers of Japanese goods.

The letter from the Department added that as there was no legislation in force in Chile to prevent the importation of goods bearing false indications of origin H.M. Consular Officers have no *locus standi* in relation to the Chilean Customs officials on the matter, and it was questionable to what extent diplomatic representations by the Minister would be effective in checking abuses of marks in that country.

Your Committee recommend that steps be taken to urge the Government to make every endeavour to get all countries, not already parties, to adhere to the Madrid Convention for the prevention of false indications of origin.

Press Glove Buttons Marked "English Make."

Your Committee have had before them a complaint made regarding the injury done to British trade as the result of the permitted import of glove buttons marked "English make."

On a number of occasions before the war representation was made to the Board of Trade on this matter, but the explanation then offered was that the term "English Make" on the button was not an indication of the origin of the button, but of the glove upon which it was placed.

Your Secretary has again made representation to the President of the Board of Trade urging that power should be given requiring indications of origin to be given in the case of any particular kind, description or class of imported goods.

A similar complaint has also been made to your Committee in respect of imported needles labelled with English wording.

Your Committee recommend that the Secretary be instructed to take such steps as may be possible to urge upon the Government the need for the Merchandise Marks Act to be strengthened in accordance with the recommendations of the Departmental Committee which reported recently.

Committee's Recommendations.

'Staffordshire Mark."

That steps be taken to urge the Government to make every endeavour to get all countries not already parties, to adhere to the Madrid Convention for the prevention of false indications of origin.

Press Glove Buttons Marked "English Make."

That the Secretary be instructed to take such steps as may be possible to urge upon the Government the need for the Merchandise Marks Act to be strengthened in accordance with the recommendations of the Departmental Committee which reported recently.

W. MARSHALL FREEMAN,
Chairman.

Birmingham, 28th December, 1921.

REPORT OF THE EXPORT MERCHANTS' SECTION.

Resolved—That the report of the Export Merchants' Section, now submitted, be received and entered on the minutes.

Report of the Export Merchants' Section.

Your Section beg to report that in September last serious complaint was made to the Chamber with reference to the requirements of several of the Governments of the British West Indies, especially Trinidad, concerning Certificates of Origin for goods entered under the British Preferential Tariff. Until about August the Customs Authorities had accepted Certificates issued by the shipper, stating that the goods were manufactured in England. The Governments referred to then adopted a new regulation requiring the production of a Certificate issued by the actual manufacturer of the goods, accompanied by the shipper's Certificate.

The impossibility of carrying out the regulations was emphasised in a latter addressed by your Secretary, on the 30th August, to the Board of Trade and the Colonial Office. It was pointed out that the first objection to the requirenent was the obvious one that it was impracticable and that if any attempt were made to enforce it serious injury would be done to a considerable volume of British trade. If a buyer in the West Indies instructed an exporter in this country to purchase a consignment of goods from Messrs. A. B. (manufacturers) on an agreed commission, it would be possible for the manufacturer's invoice bearing the Certificate of Origin to be forwarded with the exporter's invoice, as the exporter in this case would be acting as the agent of the buyer. But the vast bulk of the export trade in general merchandise did not fall into that category. On the contrary the exporter received from merchant buyers abroad orders for a considerable variety of commodities. For the purpose of making up these orders he invariably had to go to a number of manufacturers and in many cases he might have to order from a dozen or twenty or even more. By the same mail the exporter might receive orders from other merchant buyers for similar goods, and thus it was his custom to order from the manufacturers larger quantities of goods than would be required to fill any single order. Furthermore, the exporter might order from manufacturers considerable quantities of goods in anticipation of the receipt of orders from abroad, and whilst certain consignments might be made up out of goods as and when received from the manufacturers, many other consignments might be made up to an appreciable extent from stocks in the exporter's warehouse.

The letter proceeded that independently of all other considerations it would be obvious that to ask the exporter to produce manufacturers' Certificates was to ask him to do which was really impracticable as a commercial proposition, and at the same time to confer no further protection on the British West Indian Customs Authorities against possible false invoices. In the case of stocks taken from the exporter's shelves which might happen to be the balance of goods bought many months before it would clearly be futile to ask the manufacturers for a certificate of origin showing number and description of packages, marks and numbers, weight, or quantity, total value and contents as prescribed on the Certificate because the manufacturer would not have the necessary information, and it was therefore strongly contended that it was not reasonable to require the exporter to communicate the details of his business to a third party.

The letter continued that it was confidently felt that if the Goverunents of the British West Indies would be good enough to consider the whole of the circumstances surrounding the question with the instances mentioned above, they would at once withdraw the new requirement in the general interests of the trade of their respective countries, and in order to remove the grave injury which would otherwise be inflicted on the export trade of this country. Trade with the British West Indies, the letter stated, as with other markets overseas, had been built up by dint of the exercise of great enterprise on the part of exporters who had regularly sent their travellers into the various markets and had thereby bullt up valuable commercial relations with benefit to all parties concerned.

It added that the Chamber was fully aware of the desirability of His Majesty's Colonies and Possessions overseas taking all possible precautions to prevent non-British goods obtaining the benefit of the British Preferential Tariff, but with very wide experience it claimed that the great body of exporters in this country would never think of certifying non-British goods as British, and expressed the hope that representation would be made to the Governments of the British West Indies with a view to the withdrawal of the impracticable requirements. It was suggested that a small deputation should be received on the subject.

A supplementary letter, dated August 31st, added that the Chamber had received a letter from a large and important export house, calling attention to the fact that the Customs authorities of Australia, Canada, New Zealand, and South Africa accepted the Certificates of manufacturers or suppliers.

The firm in question stated that it would be absolutely impossible for a large number of shippers to the West Indies to send manufacturers' certificates for every part of their shipment. There were stores all

over the West Indies on a large scale, similar to Harrods' and Selfridge's in London. These stores had to order from their English suppliers all sorts of goods frequently in very small quantities. Many of these goods often had to be picked up from stocks in England as they were wanted immediately, and the suppliers often did not know who the manufacturers were. Furthermore, manufacturers themselves, besides supplying their own goods, frequently had to purchase goods from other manufacturers, or from stocks in England, to supply the very detailed requirements of these West Indian stores.

It was added that the quantities of each class of goods ordered from the West Indies were probably smaller than almost any other markets purchase, and the variety of goods was probably greater.

The following instances, showing the number of manufacturers from whom goods were purchased for single consignments have been furnished to the Chamber :

1. In the case of an invoice amounting to £157 3s. 7d. the goods came from 33 different manufacturers.

2. In the case of an invoice amounting to £47 15s. 11d. the goods came from 27 different manufacturers.

3. In the case of an invoice amounting to £123 13s. 1d., the goods came from 21 different manufacturers.

4. In the case of an invoice amounting to £214 17s. 4d. the goods consisted of 40 different articles, produced by 16 different manufacturers.

5. In the case of an invoice amounting to £494 11s. 7d., the goods consisted of 45 different articles from 30 manufacturers and 16 lines taken from the exporter's own stock.

In a further letter to the Colonial Office, your Secretary referred to the special Conference held in February and March, 1921, of representatives of the Customs Departments of the United Kingdom, the Dominions, and other parts of the Empire, to endeavour to secure uniformity in the various Certificates required by these Customs Departments, and as far as circumstances rendered it possible, to reach a common basis in interpreting the particulars required from exporters. The unanimous report of this Conference was signed by the Assistant Secretary of the Commercial Relations and Treaties Department of the Board of Trade.

The letter stated that this report contained a model form of Certificate of Origin and value, which it was recommended should be used throughout the Empire. The adoption of this form of Certificate by Trinidad and other West Indian Colonies, it was pointed out, would satisfy exporters in this country and would also give the necessary protection to the importing Colonies.

In each communication to the Colonial Office it was pointed out how vital it was that the new regulations should be suspended until the whole subject had been reconsidered.

During the correspondence referred to your Secretary had interviews with the Colonial Office and the Board of Trade for the purpose of impressing upon them the urgency of the matter.

Your Section have pleasure in reporting that as the result of the action taken by the Chamber and one or two other Chambers of Commerce, the Governments of practically all the West Indian Colonies had agreed to accept the certificate referred to above and recommended by the Imperial Customs Conference while in the case of the very few remaining Colonies discretion had been given the Customs Authorities as to accepting any *bona-fide* evidence of origin that might be submitted.

A.B.C. 5th Improved Edition.

Your Section have considered a complaint by a Member trading with South and Central America with reference to the A.B.C. Code 5th Improved Edition. This Code is an American publication, which is an infringement of the A.B.C. 5th Edition and the A.B.C. 6th Edition, which are copyright in this country. Consequently English traders are unable to obtain a copy as the entry of the Code into this Country is prohibited. When cables are received under the American publication, delay and unnecessary expense take place, as it is necessary to cable back to the customers asking them to repeat the cable in some other code.

Comprehensive steps were taken by the Section to advise traders abroad of the great difficulties which arise owing to the fact that the code is not available in this country, and it is gratifying to report that a very considerable amount of publicity has been given to foreign importers as to the disabilities they would necessarily encounter if they used a code which could not lawfully be imported into this Country.

Your Section need hardly add that they would be glad to receive any information as to codes used abroad which cannot be lawfully purchased here.

F. B. GOODMAN,
Chairman.

Birmingham, 29th December, 1921.

REPORT OF THE CHAMBER OF COMMERCE EX-OFFICERS' INTERVIEWING PANEL.

Resolved—That the report of the Chairman of the Chamber of Commerce Ex-Officers Interviewing Panel now submitted be received and entered on the minutes.

Report of the Chamber of Commerce Ex-Officers' Interviewing Panel.

To be presented to the Council on Monday, 2nd January. 1922,

The Panel has been working under a severe handicap during the last twelve months. The universal slump in trade has made it exceedingly difficult to cope with the numbers of ex-officers and men of like qualifications now out of employment who are registered on the books of the Appointments Department of the Ministry of Labour.

In spite of the many difficulties, however, it is felt that the Panel has served, and is serving, a useful

purpose, and it is particularly gratifying to know that the advice tendered is much sought after by the unemployed Ex-Service Men, who frequently express a desire to be interviewed.

There have been 23 Panels held, and a total number of 131 candidates have been interviewed. Forty-three have been definitely placed in situations as a result of the Panel's activities. In this respect I would like to quote from a letter received from Major Hale Phillips, Director of the Appointments Department, in which he says :—

"That the measure of the Panel's usefulness cannot be guaged entirely by the numbers of candidates 'it places, for whereas 43 are known to have been placed, there is indirect evidence that more placings have been effected as a result of either a letter of recommendation or the personal effort of one or more of the Members, or through some channel indirectly a result of the Panel's work. In addition, one of the chief spheres of the Panel's usefulness in my opinion, is its ability, in view of the status of the Members composing it, to tender advice and guidance where it is most sorely needed. This is evidenced by the fact that many ex-Service Men on the Department's register have shown considerable desire to appear before the Panel. It is sometimes difficult to convince ex-Service Men that a course of action, advised by a Member of a Government Department, is the right one, but they never fail to recognise the infallibility of the advice given by the Chamber Panel. Herein it has done a great service to the Department. The very best thanks of the Department and of its candidates are due to those Members who have so generously given their time and the result of their experience to assist the men less fortunately placed than themselves."

With a period of better trade it is felt that the usefulness of the Panel will be very greatly added to. To the ex-Service Men it represents the entree to the heart of the business world where their cases will be considered from a business point of view and where they may be sure of receiving advice and assistance.

At present there are about 35 Members on the Panel's roll. Five or six Members are called for each Meeting, so that the individual Member is only called upon at intervals. More Members are badly needed, since it is obvious that the scope of the Panel, and the possibilities of dealing with the many difficult cases which appear before it, will be greatly assisted if more business men could spare the necessary time every month or six weeks to assist in what is a very urgent work. Apart from the additional scope which would thus be given to the Panel, it would mean that with extra Members the individual Member would not be called upon so often.

The numbers of ex-Officers and men of like qualifications out of work and in acute distress in Birmingham have heavily increased of recent months, and I appeal to such Members of the Chamber as can spare the time, to assist in the work involved, and by this means help to reduce the existing large numbers of ex-Service Men who believe in the Panel's capabilities, and ask that they may be given the opportunity of laying their case before business men more happily placed than themselves. I should be grateful to receive the names of any who would be willing to help.

In addition, may I ask that Members of the Chamber who have vacancies, both now, and in the future, should submit them either to Mr. G. Henry Wright, or to myself, in the first instance, and thus give the ex-Service Man, on whose behalf the Panel is working, the opportunity of being considered.

(Signed) C. H. Chovil,
Captain,
Chairman.

Birmingham Chamber of Commerce Ex-Officers' Interviewing Panel.

New Members.

Resolved—That the following be and are hereby elected Members of the Chamber :—

George Bedlington, c/o Holbrooks, Ltd., Ashted Row, Birmingham, sales manager for Holbrooks, Ltd.

Henry Ford, 158-161, Great Charles Street, Birmingham, engineer's selling agent.

International Corporation, 45, Newhall Street, Birmingham, merchants.

Douglas Bowden Johns, Rathbone Road, Hightown, Liverpool, timber importer's representative.

Horace George Loose, 26, Corporation Street, Birmingham, manufacturers' representative and factor.

Manaton Courtenay Lord, 31, Queen Street, Wolverhampton, engineer.

Alfred Harriman Murphy, 41, Greenhill Road, Moseley, timber merchant.

Granville Edwin Niness, 65, Douglas Road, Handsworth, Birmingham, secretary.

J. W. Rains, Ltd., 76, Summer Row, builders and plumbers' merchants.

The Thor-Electric Safety Lamp Co., Ltd., Thor Works, Rea Street South, Birmingham, manufacturers of electric safety and other hand lamps.

Thos. Wragg & Sons, Ltd., Swadlincote, nr. Burton-on-Trent, stoneware pipe-enamelled sink and firebrick manufacturers.

The British Gas Purifying Materials Co., Ltd., 13, Arcadian Gardens, Wood Green, London, N.22, manufacturers.

Thomas Arthur Burrowes, Curzon Street Wharf, L. & N.W. Railway, Birmingham, coal and iron merchant.

Constructors (Trading), Ltd., Newhall Chambers, Newhall Street, Birmingham, import and export merchant agents of building and engineering materials.

M. G. Riddell Hannam, 45, Kingswood Road, Moseley, Birmingham, manufacturer's agent.

Edwin Lewis, 211, Somerville Road, Small Heath, Birmingham, manufacturer's agent.

Norman Knight Niness, 65, Douglas Road, Handsworth, Birmingham, technical representative.

Harold Charles Phipps, 1, Newhall Street, Birmingham, stockbroker.

Poole & Co., 27, Bath Street, Snow Hill, Birmingham, cycle and tricycle manufacturers.

The Progress Automobile Engineering & Plating Co., 10, Deritend, Birmingham, automobile engineers.

Arthur Richards, River Street, Longmore Street, Birmingham, brassfounder.

Sales Organisations, 67, Chamber of Commerce Buildings, New Street, Birmingham, scientific sales organisers.

Shopkeepers' Supply Co., 7, Bromsgrove Street, Birmingham, scales and weighing appliance, fish ranges and utensils, shop fittings and equipment.

Amalgamated Manufacturers, 68, Chamber of Commerce Buildings, New Street, Birmingham, manufacturers (engineers).

Japanese Business Men's Mission to England.

Problems arising out of the present business situation throughout the world led a group of representative business men in Japan to ask certain of their number, headed by Dr. Takuma Dan, the General Managing Director of the Combined Mitsui Interests, to proceed abroad for the purpose of conferring with leaders of American and British business on such financial, economic and industrial matters as are of mutual concern. The object of the mission is to exchange views, and to give and receive such information as to business methods and policy as will render more practical and efficient whatever mutual endeavours in the sphere of co-operative undertaking may arise in future. It is felt that the want of a clear understanding of each other in business operations which is being experienced in Japan, will be found to have its counterpart abroad, and that a careful statement and discussion of the essentials involved will lead to a clear mutual understanding and an improvement of business generally.

This commercial group under the leadership of Dr. Dan is composed of prominent business men who personally represent the vital business interests of Japan and the ruling spirit of her Associated Chambers of Commerce, Bankers' Association, Industrial Club, and other similar institutions, and are thoroughly conversant with the actual situation in the country. That this business men's mission should seek opportunities of acquiring a general knowledge of the working of different business institutions, their methods and the spirit that now actuates their enterprises is deemed to be of the highest importance, but of equal moment is it that they should seek to impart freely all desired information as to possibilities and reasonable expectations growing out of the present commercial situation in Japan and the Far East.

It is with such an object that this mission has been planned, and it is believed that when once the spirit that prompted its organization is realized, the benefits that will accrue to all concerned will be manifest.

The following is a list of the members of the Mission :—

Dr. Takuma Dan, Senior Director of Mitsui and Co. This firm controls various interests, including Banking, Shipping, Mining, etc.

Shintaro Ohashi, formerly a big publisher, and now Director of several important Companies.

Manzo Kushida, Managing Director of the Mitsu Bishi Bank.

Baron Kmakichi Nakashima, Director of Fornkawa and Co., a big concern chiefly interested in mining and exporting copper, but also doing a general business.

Choiuro Kadono, Managing Director of Okura and Co., one of the largest general houses in Japan.

Ginjiro Fujihara, President of Oji Paper Manufacturing Company.

Dr. Tatsumi Mochida, Director of the Fuji Cotton Spinning Co.

Masasuke Itani, Director of Yamashita Steamship Co.

Tokutaro Sakai, General Secretary of Mitsui and Co.

Dr. Kojiro Magoshi, Japan Brewery.

Seijiro Miyajima, Director of Nisshin Cotton Spinning Co.

Katsutaro Inabata, President of the Osaka Chamber of Commeree ; a general importer and exporter ; byes, chemicals.

Ryntaro Fukao, Director Osaka Shosen Kaisha Shipping Company.

Yukinori Hoshino, Director of Kijima Bank.

Norihiko Yatsushiro, Director of Sumitomo Bank.

Takashi Isaka, President of Yokohama Chamber of Commerce.

Gisaku Takikawa, President of Kobe Chamber of Commerce.

Naojiro Iida, Director of Takashimaya and Co. ; this house is chiefly interested in the manufacture and export of silk goods.

Umekichi Yoneyama, Director of the Mitsui Bank.

Kunizo Hara, of the Hundredth Bank.

Akira Ishii, Director of the Nippon Yusen Kaisha (Steamship Company.)

Konjiro Matsumoto, Director of Yasukawa Mining Company—practically confined to coal mining and distribution.

Kanao Nanjo, Director of Mitsui and Company.

The Mission visited Birmingham on the 3rd, 4th and 5th January.

On Wednesday morning the Delegation was officially welcomed to Birmingham by the Lord Mayor (Alderman David Davis, J.P.) at the Council House.

There were also present the Town Clerk (Mr. F. H. C. Wiltshire), Mr. H. C. Field, M.A., J.P. (President of the Chamber of Commerce), Mr. G. C. Vyle (Vice-President of the Chamber), Mr. F. Hickinbotham (Vice-President of the Chamber), Mr. J. Weatherhead (Hon. Treasurer of the Chamber), and Mr. G. Henry Wright (Secretary).

The Lord Mayor said he hastened to welcome the representatives of the trade and commerce of Japan and their leader, Dr. Dan, to the city of Birmingham. They came to the city at a time of the greatest trade depression of this country. They would find that many of the city's factories were working on short time, and many thousands of their people were out of employment. At a time such as that it was well that the trade interests of Japan and of this country should

meet together with the object of ascertaining how far it was possible to overcome those difficulties, and to make such arrangements as would enable them in the near future to extend their commerce and the prosperity of their country. The mission came from the greatest commercial country in the Far East. They were the most progressive of all countries in that part of the world, and from the Western point of view were the most cultured. The delegation represented the vital interests of Japan, and were the ruling spirits of the Associated Chambers of Commerce, the business associations, the industrial clubs, and other commercial institutions. No one in any country need be too proud to learn something of others' methods by which trade between them could be increased. The mission, he believed, visited this country with two objects in view. First, they sought an opportunity to acquire a general knowledge of our different business institutions and methods and the spirit which governed our enterprise, and in a desire to confer with the leaders of British commerce, on such financial, economic, and industrial matters as were of mutual concern to the two countries. He thought he might also say that they came with a second object. They from the Far East were better acquainted with the trade and economic conditions of that part of the world than we could possibly be, and therefore they came to us to afford us information and place facts at our disposal which would benefit our trade equally with their own.

Their policy and ours must be the same—"give and take"—rendering each other the mutual assistance which would help each, increase trade, and make for the prosperity of both countries. The members of the mission were not in this country to get something for nothing, to obtain information which would enable them to compete with us in overseas markets. They had come to afford us knowledge of which we were sadly in need, and at the same time to learn from us something of our methods and our standards of commercial integrity. It was, therefore, in a fearless and generous "give and take" spirit, with the hope of increasing the prosperity of both countries, that their visit had been undertaken. Knowing, therefore, their objects, he extended to them the heartiest welcome. He hoped that the mutual assistance they would be able to render to each other, the mutual information on business methods and policy they could afford, would render more successful their efforts to extend their commerce, and so bring prosperity and happiness to their respective peoples. As Lord Mayor of the city, therefore, he offered them a most hearty welcome.

Dr. Takuma Dan replied, on behalf of the mission. It was, he said, a very great honour for them to have the opportunity and privilege of meeting the Lord Mayor. He thanked Alderman Davis for the most cordial reception given them by the Civic Authority. They hardly expected it, but recognised that in extending cordiality to them as business men, Birmingham was honouring the whole business community of Japan. They had come to this country to learn how Britain was handling the grave problems of after-the-war business, but, at the same time, if they could be of any service to them in Birmingham in regard to the conditions in the Far East they would be happy to give it.

The mission afterwards made a tour of the Proof House, and the works of Messrs. Tangye's, Ltd., Messrs. W. and T. Avery, Ltd., Messrs. Taylor and Challen, Ltd., Messrs. Wolseley Motors, Ltd., Messrs. Tubes, Ltd., and the Proof House, where they inspected the works and methods of manufacture, and discussed with the heads of the firm's business matters affecting the two countries.

Business Conference.

In the afternoon the members of the mission attended a business conference at the Chamber of Commerce Buildings, and were welcomed by Mr. H. C. Field, the President of the Chamber of Commerce.

Mr. Field said the English alliance with Japan had recently been strengthened by the addition to it of two other nations. The East and the West were bound to come closer to each other, and the importance of the mission to this country was recognised by all. About 75% of the capital employed in trade, industry, and commerce in Japan was represented by the association to which the mission belonged, and he hoped information would be given of the way in which Japan looked for further development. In recent years one of the greatest changes that had taken place in this country was the lessening of class distinction. Employers, with few exceptions, had recognised that labour must have a greater share in industry, and the results of industry, and also a higher standard of living. That was a fixture on which the development of this country must be based. Labour had now wider views, and they recognised the importance of the development of our foreign trade. The Government had acknowledged the importance of Chambers of Commerce, and also that trade was necessary for the development of the nation. English manufacturers should take care to maintain the reputation of English goods and also their reputation for honesty and straight dealing.

Dr. Dan, the leader of the mission, said the Japanese had not, he regretted to say, a city which could in any way be compared with Birmingham in so far as its history and industrial development were concerned. Not only in regard to industrial achievement, but also in the extraordinary advances in municipal affairs and education, Birmingham, and the whole of the Empire, owed a great debt to the late Mr. Joseph Chamberlain. It was but a short 40 years ago that Japan, having awakened to the necessity of obtaining a place in the world—not in the German sense—strove in the direction to work out her own salvation, assisted by the then already far advanced civilisation of the West. They had borrowed from everywhere; not money, but talent, ideas, and modern practice. It was not easy to graft the last-named on an ancient civilisation like that of Japan, and some pressure, almost coercion of its kind, had to come from those who ruled in the land. Under the earlier treatics of 1854 to 1861 Japan was opened in a small way to foreign trade and commerce under conditions at which they chafed, but which were

remedied in their favour by a revision of treaties in 1899, when Japan regained tariff autonomy and complete jurisdiction within their own territory. Those in this country would not wonder, therefore, what an up-hill fight it was to gain admission on an equal footing with the Powers of the West. When, in 1902, England concluded an alliance with Japan, now expiring, but which would never die, the Japanese were confident they would make good. The results of the Peace Conference at Versailles and Washington Conference had given Japan a place among the world's Powers of which they were justly proud, and which they ascribed in a large measure to their intercourse with England. While modelling themselves in the main on the methods of Europe and America, Japan had attempted to retain much that was truly Japanese. But the process of assimilating entirely different notions was an extremely difficult one. One by one they were solving their problems. The visit to England would help them enormously. It was well known that the pursuit of commerce and industry revolutionised social conditions. Fifty years ago merchants in Japan belonged to no social class, and trade was looked upon as degrading. To-day there was no distinction, official, civic, or otherwise, that was not open to them. But those were of small moment if the Japanese business men could hold up their heads on an equality with the English, who were looked upon as the highest type the world contained.

Relations Between Employers and Employed.

On behalf of the Chamber Mr. G. Henry Wright (Secretary) read a paper on the " Relations between Employers and Employed." He said :

Relations between Employers and Employed present one of the vital problems of to-day, not in Great Britain only, but throughout the world. The matters which have to be discussed and dealt with in this connection are severely practical, and are not capable of being dealt with by a mere exposition of economic or industrial theory. Even from the practical point of view a small volume would be needed if the question were to be dealt with in any detail ; and in view of the fact that the visit of the Japanese mission is for so short a time, and that this Conference may desire to discuss many other questions, it is not proposed in this short statement to do more than summarise the methods which are adopted here for the purpose of settling the big and the small questions which arise.

The arrangements which exist for the determination of questions relating to wages and hours and conditions of labour may be very shortly summarised as follows :—

(1) The Employer and the Employed make an individual arrangement.

(2) A number of Employers join together in an informal Association for the purpose of agreeing upon a common line of action.

(3) Where trades are effectively organised the Employers have an Association, and the Employees a Trade Union, and questions arising are discussed, and in the main settled by representatives of each meeting together.

(4) In some trades National Wages Boards have been created.

(5) In some cases what we know as " Whitley " Councils are formed, the name given to these Industrial Councils being that of the Chairman of the Committee which suggested them a few years ago, and who is now the Speaker of the British House of Commons

(6) In other cases Trade Boards have been formed by the Government in pursuance of certain Acts of Parliament.

It would be possible to dilate at some considerable length on the reason why it is better to speak of " Employers and Employed " rather than to use the term " Capital and Labour," but it is submitted that the former term is really more suitable and more effectually represents the position.

The Employer is the person who not only possesses capital in the sense of money, buildings, plant, and machinery, but he is above all the person who can claim to possess the power of direction. Even in a socialistic State it would be essential to have those who direct and those who work in accordance with directions given. " Labour " again, is not an inclusive term, inasmuch as the Employer usually " labours " to an equal, if not even to a greater extent than the person he employs.

Trade Unions in the modern sense are of comparatively recent creation, and before their advent the Employer largely dictated terms to his workpeople. As competition between Employers grew, the expert and the very industrious worker was able to negotiate for better terms, and industrial history records that he was frequently very successful. Long before the advent of Trade Unions, skilled workmen formed craft guilds, and by means of these they were able to limit the number of apprentices and other entrants into their crafts. Similar conditions still exist in certain trades, but inasmuch as these represent not relations between employers and employed, but regulations made by employed for protecting their occupation against outside competition it is not proposed to deal further with that phase of the position because modern conditions have since arisen.

Let us, therefore, proceed at once to a consideration of the general methods which have been indicated. The first is that the Employer and the Employed make an individual arrangement regarding wages, hours and conditions of labour. Without exhaustive investigation it would be impossible to say how far this method now exists, but it certainly does exist in regard to non-manual occupations. In manual occupations it happens to a less extent, and where this does happen to-day it will be found to be in the occupations which are more or less of an unskilled character.

Coming to the second method, namely, where a body of Employers join together in an informal Association for the purpose of agreeing to a common line of action, we should find on enquiry that this is only a very small advance upon individual bargaining. As the members of the Mission will know individual bargaining is a trait of which the Englishman is particularly proud.

Employer and workman love what we call the freedom of the subject. There is much to be said in favour of this; but one can easily conceive that in a complicated world such as that in which we live there is much to be said on the contrary side. Seeing, however, that the object of this statement is to show what exists, and not to justify or condemn it, no attempt will be made to analyse the position and to set forth opinions on the one side or the other.

Then we come to the third method which is adopted where Employers and Employed are both effectively organised and do not need outside aid—whether Government or otherwise—to assist in the settlement of their disputes or differences. In these cases the first and most important factor is the real strength of the Trade Unions of Employers and Employees which are concerned. Occasionally resort is had to the terrible arbitrament of a strike such as we experienced in this country nine months ago in the coal trade. It may be taken for granted, however, that the average employer and the average employee do not look forward to a strike or a lock-out with any sense of relief. On the contrary the possibility of such an occurrence is viewed with horror on both sides, although there may be irresponsible extremists. We are rather a cold-blooded nation, and are therefore able to receive our victories and sustain our reverses without shouting the facts from the house-tops. It is because of this that conferences between representatives of organised Employers and Employed are really serious and sincere. The representatives on each side know and trust each other. It is common knowledge that mere bluff will not serve. There is a heart to heart talk round a table; stern arguments are used, and sometimes high feelings are aroused; but the negotiators on either side are statesmanlike and are invariably skilled in industrial diplomacy It would at all times be most instructive to the outsider to be present at a really serious conference between representatives of a mighty union of workers and a strong Association of Employers. If this could happen, many reports which are made from time to time as to how organised industrial bodies conduct their proceedings would not be written. Notwithstanding the several failures which have occurred in industrial negotiations in the United Kingdom, we can all look back and say that in the great majority of the cases success has been achieved, whilst in the others, where resort has been made to the arbitrament of a strike, the result of the latter has not led to the creation of really unfriendly feeling between the parties. Up to the present free negotiation between representatives of Employers and Employed holds the field as the most perfect form of settling industrial relations, and the position of the United Kingdom in this regard is testimony to the efficacy of the method referred to.

The fourth method mentioned above is that of settling industrial questions by means of a National Board. An instance in point is that of the National Board which exists in the Railway Industry. We have not so far had sufficient experience of a Board of this character. Up to the present the Board mentioned has worked well, but one would prefer to reserve one's opinion as to whether it is likely to be more satisfactory to both sides than free and unfettered negotiations between representatives of the Railway Companies on the one hand and Railway Workers on the other.

We then come to what are known as "Whitley" Councils. The presumption underlying the establishment of a Whitley Council is that under the very conditions of their creation avoidable strife will be prevented. The Councils established consist of equal numbers of representatives of Employers and Employed, but the representative character of the said representatives is somewhat marred by the fact that neither Employers nor Employed are really and effectively organised. The aim of the scheme of the Whitley Report, however, is to secure efficient organisation, and we may have to work for a number of years before we can form a deliberate and definite opinion.

The last method mentioned is that of Trade Boards, and the decisions of these alone amongst all other organisations have statutory and compulsory authority Trade Boards are set up by the Government, and their decisions as to wages and hours of labour can be enforced in our courts of Law. The appointment of representatives of employers and employed lies in the hands of a Government Department. If there is an Association of Employers or Employed they are asked to nominate. If there is not, the Government Department can act. In addition to representatives of employers and employed the Government also appoints what are called "appointed representatives" to the number of three, one of whom acts as Chairman. It therefore follows that if the Employers and Employed sides of the Board are quite divided in opinion, and two of the officially appointed representatives agree with one side or the other, the decision is in favour of that side. Originally, a few years before the war, the Law provided that Trade Boards should only be established in trades where, owing to want of organisation, the wages paid were exceptionally low, but this is not the case to-day. The Government can direct the appointment of a Trade Board in any trade, and the decisions of such Trade Boards are legally enforceable. There is so much controversy to-day as to the merits of Trade Boards that a strong Committee under the Chairmanship of Lord Cave, appointed by the Government, is now enquiring into the position. The Report of this Committee is now being awaited with interest, and it would be presumptuous at the moment to express an opinion as to what the recommendations of the Committee are likely to be.

The Mission will have gathered from the observations already made that the nearest approach to compulsory industrial arbitration is the establishment of Trade Boards, but it happens that these deal with trades which are to a very considerable extent not organised efficiently on the Employers' side or that of the Employed Volumes have been written on the subject of compulsory arbitration, but it is questionable whether either Employers or Employed would consent willingly to its introduction. Supposing they did, what would be

the position in case of trouble where, as in the case of the mining industry, there were, let us say, 1,000 Employers and 1,000,000 workers. Any decision given against Employers could undeniably be enforced, but no law in any part of the world has yet been passed which could compel, even under the threat of imprisonment—one million of workers to go to work if they chose to go out on strike.

Baron Kmakichi Nakashima said they had the same problems in Japan in regard to capital and labour. They were against collective bargaining, and he considered that in disputes which involved services of public utility some sort of compulsory arbitration should be set up.

Mr. Ramsay, Chairman of the Birmingham and District Branch of the Engineers' and National Employers' Federation, said the labour conditions which existed in the Birmingham district were characteristic of those that obtained in the country as a whole. Experience had shown that if the Employers were not bound together by means of associations the cost of production would become so high that business would become impossible. A system of compulsory arbitration was regarded as outside the range of practical and industrial politics. In industry there should be a spirit of co-operation which should operate for the good of Employers and Employed. He considered that Employers, in their relations with their employees, should extend to them the same strict code of honour which they adopted in their dealings with one another.

Mr. M. Kushida, President of the Mitsu Bishi Bank, said the war had completely upset industrial organisations in Japan and other countries. He thought normal trade conditions would not be restored for some time, and every effort should now be directed towards stabilising conditions.

Mr. H. O. Worrall, Chairman of the British Industries Fair, referred to the wide range of industries represented at the Fair to be held in Birmingham in February, and offered a cordial invitation to the members of the Mission to pay it a visit.

International Protection of Trade Marks and Indications of Origin.

On behalf of the Chamber, Mr. G. Henry Wright (Secretary) read a paper on International Protection of Trade Marks and Indications of Origin. He said:

"The Birmingham Chamber of Commerce has for many years urged that Trade Marks, being industrial properity of a very valuable description, should be afforded the utmost possible International protection. Unfortunately, the laws of the various countries of the world, including those of the countries who are parties to the International Convention relating to Trade Marks, vary—in some cases very widely. Thus it may happen, that whereas in one country more or less adequate protection is given to the nationals of another country, the trade mark owner in the former may not be able to obtain such protection in the country of the latter. In certain cases he may be able to enforce his rights by litigation, but this is always found to be very costly.

The members of the Delegation will be aware that there is a considerable difference between the Trade Marks Laws in Japan, and those of the United Kingdom. For many years representations have been made with regard to cases where the name or the trade mark of a British manufacturer or firm has been appropriated by an agent in Japan, and registered by him as his own Trade Mark.

Several noteworthy cases have occupied the attention of the Birmingham Chamber of Commerce, but there is no need to go into detail as the object of this statement is to emphasise the desirability of the commercial men of all countries doing their utmost to prevent the misappropriation of industrial property belonging to nationals of another country. It is for this reason that both at National and International Conferences the Chamber has urged that everything possible should be done to make the laws in operation throughout the world with regard to Patents, Trade Marks, Designs, and other classes of industrial property uniform both in their text and in their administration.

It would be impossible to calculate the financial advantage of such an arrangement if it could be arrived at.

We should like to hear the views of members of the Delegation on the question, and, after the Mission has returned to Japan, we should be pleased to exchange Memoranda with the view of seeing how far we can co-operate together in urging our respective Governments to treat the subject as one of primary importance.

Another matter upon which the Birmingham Chamber of Commerce has been very active for many years is that of the prevention of false indications of Origin. These are dealt with under what is called "The Madrid Convention for the prevention of false indications of Origin," to which many countries, including Japan, France, and the United Kingdom are parties. In this case also the laws of the various countries are not uniform.

If an Italian manufacturer were to send into this country a hat marked "Paris Made," the consignment would be stopped by the Customs Authorities. On the other hand, if the same Italian Manufacturer were to send into Paris a hat marked "London Made," the Customs authorities have no power to stop the importation. Traders who may be injuriously affected have certain rights of action in the Civil Courts in France, but these are extremely costly, and as a result are rarely resorted to.

We feel sure the Mission will not mind our mentioning a recent case where earthenware, manufactured in Japan, has been imported into Chile, bearing the world famed "Staffordshire" mark. In Chile there is no law for the portection of false indication of Origin, and as a consequence, British Manufacturers who are seriously affected, suffer injury, but have no means of preventing it.

We are confident that, if commercial bodies in Japan, and in the United Kingdom can co-operate in recommending uniform legislation on such a matter as this, success would be ensured.

As in the case of Trade Marks, we should on this question also, welcome an opportunity of exchanging Memoranda with your Commercial Bodies in Japan, after the Mission has returned from its present tour.

Mr. Takashi Isaka, president of the Yokohama Chamber of Commerce, said he was impressed by the importance of the subject, and felt it was most necessary for Japan to join in any action which would result in the suppression of wrongful trade marks.

Mr. C. Kadono spoke on the requirements of Japan in regard to motor-cars and tools.

Social Reception.

At night members of the mission attended a reception given by the Chamber of Commerce at the Queen's Hotel. The guests were received by Mr. H. C. Field, President of the Chamber, and the Lord Mayor was among those present.

On Thursday morning, the Members of the Mission visited the following works, Messrs. The General Electric Co. Ltd., Messrs. Dunlop Rubber Co. Ltd., Messrs. H. W. Ward & Co. Ltd., Messrs. Components Ltd., Messrs. Serck Radiators, Ltd., and Messrs. The Birmingham Small Arms Co. Ltd.

Luncheon by Members of the Chamber.

On Thursday, the 5th January, the Mission were entertained to Luncheon at the Queen's Hotel by the Members of the Chamber. Mr. Neville Chamberlain, M.P., the Hon. President of the Chamber, was in the chair, and there was a large and representative company present.

The health of the delegation was proposed by the Chairman, who said the Mission was a unique affair. The gentlemen who composed it formed a singularly important galaxy of talent. There was not one of them who was not distinguished in the world of trade and commerce, there was not one of them who had not himself largely contributed to the building up of one or other of those Japanese concerns which were household words all over the world. The two countries were faced with very much the same difficulties and the same problems. In both cases there was a period of great commercial prosperity, which brought great fortunes to some individuals, not always retained—(laughter)—and high wages to many of the workers. In both cases the prosperity disappeared as suddenly as it came, and manufacturers found themselves left with huge factories, for which there was no business, with heavy stocks, the value of which diminished with increasing rapidity every day, and, with costs, and especially labour costs, so high as to make it difficult, if not impossible, to sell them. In such unprecedented circumstances, it could not but be profitable that representatives of the two countries should exchange ideas, experience, and information as to how those problems were to be faced. "In one respect, indeed, our Japanese friends," said the speaker, "lag very far behind this country; I am told they have no trade unions there. (Laughter.) Well, we are very anxious to help them, and if they would care to take one back with them I am sure we would make a good try to find a suitable specimen from among our embarrassment of riches." (Laughter.)

"The East Big Enough for Both."

Joking apart, he felt sure whatever differences there might be between them, that as the problems were essentially the same so the remedies would have to be essentially the same. (Hear, hear.) There had got to be equal sacrifices on the part of all those concerned in industry. There had got to be a spirit of goodwill among them, a realisation of economic facts, and a determination to reduce costs once more to such a level that the public would have the requisite confidence to justify them in buying again. He recognised in Japan a great industrial country, and at any rate as far as Eastern markets were concerned a very formidable rival, but we did not bear her any grudge on that account. The East was big enough for both of them, and even if her manufacturers and merchants might be able to produce some lines of business cheaper than we could, we should hope the prosperity which would ensue to her people would bring with it needs which we would be able to supply from this end, and so once more bring the scales even again.

In a passage of a political character, Mr. Chamberlain said the alliance between the two island kingdoms was formed, and had been since maintained, with the full and cordial approval of the people of this country. It might be that under changed conditions and circumstances it was no longer necessary to tie themselves mutually by a pact in that particular form, but we in this country still desired to live on terms of the closest accord and harmony with Japan. (Applause.) If we were willing to see the treaty which had been of such great advantage to both countries abrogated now, it was only because we hoped and believed that out of the Washington Conference there might come an agreement of a wider scope and more general application to ensure for us all the advantages of the past, and in addition perhaps might do something to relieve our shoulders of the great burden of taxation which now oppressed us. (Applause).

Birmingham's Progress.

Dr. Takuma Dan, the leader of the Mission, who replied, said everything they had seen or heard in the city added only to the impression they already had that without Birmingham England would not be what she was. For two centuries Birmingham had gradually grown in greatness of industrial achievements, but their enterprise was such that they had not rested content with that, but had been most progressive in other respects—in education, municipal undertakings, and political aspirations. Many great names could be mentioned in connection with the city—names famous throughout the world as having contributed to its progress—but there stood out amongst them that of James Watt and his discovery. In that he was assisted by the commercial genius of Matthew Boulton. "Without that discovery," said Dr. Dan, "we might all of us probably still be sleeping." Nothing had so much tended to help Japan as railway development and transportation. To the East the steam engine had for a long

time been the symbol of civilisation. but, whatever it was —steam or electricity, or, it might be, in the future a hundred natural power-giving elements—Birmingham was sure to remain to the front, and to be paramount in their perfection and universal application. Referring to Birmingham's production of anything from a safety-pin to the largest power plants, the speaker mentioned a remark in relation to the tendency of industrialism to supersede craftsmanship. "Surely you are not going to say," he said, "that your artistic sense is non-existent. Because if it were, how is it that we find your artistic productions being sold in various parts of the East, and passing currently as ancient ornaments of Egypt, precious stones of Ceylon, bronzes of China. You have stopped short at our paintings. The imitation of them and other artistic productions is still in the hands of our own and Chinese imitators." He concluded by saying that their visit had been an education, a pleasure, and a privilege, which the Mission would never forget.

Japan as Worthy Competitors.

Mr. K. Nanjo submitted "The City and Commerce of Birmingham." The city, he said, had been long known to them as the chief industrial centre of Great Britain, where almost all kinds of manufactured articles were made. They had been told that over 1,200 different kinds of articles were made in Birmingham—even diamonds. (Laughter.) There was one thing he was not quite sure about, and that was synthetic gold. (Renewed laughter.) The names of many of Birmingham's manufacturing firms were known in Japan, where they came across articles made in Birmingham almost every day. Speaking of the undeveloped resources of China, he said that country was big enough to give everyone a chance. They must by all means avoid and suppress unfair competition. If there should be any competition at all, Japan wished to be Britain's worthy competitors—worthy in every respect.

The Lord Mayor (Alderman David Davies), in reply, spoke of the expense involved in carrying on the affairs of a great city. He doubted if anyone desired that the municipality should be allowed to sink to a seventeenth-rate city, and to maintain it in its present high position meant money. Unless they were able to obtain from the pockets of the ratepayers the necessary means of continuing that process, then they must necessarily sink to the lower level. In a reference to unemployment, his Lordship said they must do all they could to relieve distress, and when bad times had ceased to exist those whom they now helped in their adversity, would be able to return in labour and goodwill all that was now being spent on their behalf.

Mr. Gilbert C. Vyle (Vice-President of the Chamber), who also replied, said the country was suffering from the failure of the money machine, both national and international, which gave up effective working at the beginning of the war. It was still out of repair, and was not functioning in an efficient manner. Many attempts to repair it had been made, and a further attempt was being made, which they in Birmingham most sincerely hoped would be attended with success.—*Birmingham Post.*

Address by Mr. H. Lakin-Smith on Income Tax.

A general meeting of the Chamber was held on Monday, the 12th December, to hear an address by Mr. H. Lakin-Smith, on "Income Tax."

The President (Mr. H. C. Field, M.A., J.P.), presided, and there was a large attendance of members.

In the course of his address, Mr. Lakin-Smith stated that income tax apparently first existed in the reign of Henry VIII., as in the year 1512 it was utilised to provide funds for war purposes, and then rested until 1798, when it was re-instated and continued until 1816, and again ceased. The present income-tax system came into force in the year commencing April 6th, 1842, when the tax was at the rate of 7d. in the pound. Mr. Lakin-Smith dealt with the five schedules, A, B, C, D, and E, under which all property profits or gains are assessed, and he also referred to the questions of allowances, appeals, and many of the rules and regulations under which the income tax operates. Referring to the effect on trade of the existing rates of tax, he said until a few years ago the tax was so small that it was no hindrance to trade, but during the war, and as the result of the war, we were left with the high rate of 6s. in the pound, which together with super tax and corporation profits tax left so little to the manufacturer that there was little or no incentive to anyone to work hard to try to create the much-needed revival of trade. It would seem as a result of taxation of the last few years that too much of the income of the country is obtained from direct taxation and too little from indirect, or, at all events, if it could not be altogether adjusted in that way it certainly should be adjusted so that some of the income required by the country was not obtained by directly taking away the encouragement to earn profits.

The view he took was, in addition to the fact that they wanted first of all rigid Government economy, municipal economy, reduced bank rate, railway rates, telephone rates, postal charges, gas, water, and electricity charges, and coal prices, that one of the most essential needs (now excess profits duty had gone) was that income tax should be reduced to a more reasonable level as soon as possible, even though it might temporarily result in some other form of taxation, or perhaps even in a temporary loan. It was clear that even given economy and reasonable efficiency, Government requirements must still be large for some time to come, and so far as he was able to judge reclaims of excess profits duty might be further made upon the revenue during 1922-23. Notwithstanding this, it seemed to him that income tax must be reduced to something like 4s. in the pound in order to give encouragement to trade and thus help in its so much needed revival. If trade did not revive there would very soon be but little profits for the Inland Revenue to take and the income tax yield would be very small indeed. Therefore in the end a far-seeing policy would be far wiser with a view to encouraging a trade revival now rather than leave things as they are. It might be asked what was going to take the place of this reduction in income tax. It might be some new form of taxation would be required, and if so he would

suggest that perhaps the "percentage on turnover tax" might receive consideration, as they understood that so far both in France and in Canada it was yielding good results. Though this was a tax on business it was a tax on the turnover, which would affect every business similarly and could be applied equally to all professions as well as trading businesses, but it was not, because it was understood that this percentage was always to be adding to the selling price of the goods, a direct discouragement to earning profits, even though it might result in some small increase in prices. If a tax of this kind was ever arranged on some reasonable basis then he would suggest that it ought to be made sufficient to cover the reduction in the rate of income tax and also the cost of the abolition of the much-disliked corporation profits tax.

Report of the Water Power Resources Committee.

The final report of the Water Power Resources Committee is now available.

The Committee was appointed by the Board of Trade in June, 1918, to examine the water resources of the United Kingdom from the point of view of their use for power production, but in October, 1919, the Committee was enlarged and directed to consider the proper conservation and use of the country's water resources for all purposes. So far as Ireland is concerned, both inquiries were carried out by a sub-committee, whose report has already appeared.

Reports and evidence obtained by the Committee, which did not purport to be exhaustive, established a prima facie presumption that some 210,000 kilowatts of electrical energy could be developed continuously day and night throughout the year at an economic cost from those British water-power schemes which were considered. The potential output of power of the commercially practicable scheme is found to be equal to about 10 per cent. of the total output in the year 1917-18 of the 410 public electricity supply undertakings operated by steam power, and equivalent to that obtained by the consumption of nearly 3,000,000 tons of coal.

The bulk of the larger British sources of water power are situated in the Scottish Highlands, and their utilisation might do much to arrest the depopulation of the Highlands. The main sources of water power in England are the small falls on rivers, the aggregate of improvement of the water-courses, would be considerable. In the case of the Wiltshire Avon, for instance, plant is installed, or about to be installed, to generate in the aggregate 650 kilowatts; but an additional 2,300 kilowatts could be obtained.

The Committee consider that every inducement should be given to use a perennial source of energy like water, rather than a wasting asset like coal, and recommend that the collection and publication of information regarding potential sources of water power should continue, and that financial help might be afforded by the State to water-power undertakings during the constructional period. But some control over development should be exercised in the national interest, and provision should also be made for the ultimate acquisition by the State of all future water power undertakings. A system of terminable licences, usually of long term, is proposed. It is suggested that either the Board of Trade of the Electricity Commissioners should be specifically charged with the duty of studying, supervising and promoting the development of water power.

As regards tidal power the Committee reiterate the recommendation made in an interim report, that this subject should be specially studied by a technical commissioner, with particular reference to the Severn Estuary.

The Committee recommend that a Water Commission having jurisdiction over England and Wales should be appointed, for the following main purposes:—Subject, in case of opposition, to Parliamentary sanction, to allocate the water resources in the general interests of the community, and to re-adjust existing allocations where needed; to adjust conflicting interests in connexion with the use of water; and to afford assistance to Parliamentary Committees, Government Departments, local authorities, and water supply undertakings.

It is also proposed that the existing local boards and other bodies concerned with the separate interests should be replaced by boards, set up by the Water Commission, having general supervision over a particular river basin or group of river basins.

Two members of the Committee object to the setting up of a Water Commission, on the grounds that the expense and inevitable duplication of work would not be justified.

Italian Problems.

There was a large attendance at a meeting held at the Chamber, on Wednesday, the 14th December, to hear a lecture by Signorina Linetta P. di Castelvecchio, the Professor of Italian, at the University of Birmingham, on "Italian Problems of To-day."

The President of the Chamber (Mr. H. C. Field, M.A., J.P.) presided. In the course of her lecture, Signorina di Castelvecchio referred to the settlement by the Treaty of Rapallo, the Fiume question, and the intricate problems of Asia Minor as they affected Italy, proceeding to the consideration of internal political movements. Internal politics in Italy, she said, were difficult of precise comprehension by those unacquainted with the ambitions of the various political groups. From the newspapers it might be gathered that the Italian nation was unruly and unmanageable. Movements which appeared of a disorderly character, such as the capturing of factories and the like, were not, in Italy, regarded with the same seriousness as they would be in this country, because the framework of English politics had been built up by a gradual process, whereas in Italy it had been raised upon the foundations of the political stan-

dards of the eighteenth century. Alluding to the establishment of the Fascisti, a party which came into existence to resist the growing power of revolutionary Socialism, the lecturer remarked that this group had been successful in rectifying an almost intolerable state of affairs. The extreme Socialists had gained considerable power in some of the progressive provinces of Italy. They became incredibly offensive and extorted payments, for instance, from people who used their own carts to take their goods to market, causing, in their view, unemployment among professional carters. The peasants were helpless against the edicts of the Communists. It was clear that such a state of affairs could only be countered by violence; the Fascisti were established, and in May, 1920, they formed their constitution. They were an element of hope and salvation in the country.

The Government of Italy was confronted to-day by three distinct kinds of problems, requiring immediate solution—political, constitutional, and financial. They realised the country must be released from restrictive regulations. There was a sense of activity present in the conditions of to-day; electrical communications were being established between the north and the south, reservoirs were being planned, and water-courses laid which could be used for electrical power and for irrigating the plains.

Explanatory Memorandum on the Recent Extension and Modification of the Export Credits Scheme.

Some important extensions and modifications have now been made in the Exports Credits Scheme, under the provisions of the Trade Facilities Act, which has recently passed through Parliament, supplemented by certain administrative changes in the regulations governing the scheme.

The scheme is now applicable to any country in the world, excepting British India, Ceylon, and the Straits Settlements, where there are large unabsorbed stocks and where it has been represented to the Department of Overseas Trade, that banking facilities are adequate for the trade to be done, and excepting Russia.

The latest dates by which credits must be liquidated has been extended from 8th September, 1925, to 8th September, 1927. The Export Credits Department, therefore, is in a position to consider applications in respect of contracts, such as engineering and constructional contracts, involving the provision of credit over periods up to close upon six years. The date up to which new credits may be granted remains unaltered—viz., 8th September, 1922.

A new system described in the regulations as "General Credits," has been introduced for the granting of credits, with a view especially to facilitating the utilisation of the scheme by merchants doing business in British goods on short-term credits. Hitherto an exporter has had to submit to the Department each specific transaction in respect of which a credit is required, and in the case of several classes of business this procedure has been found cumbrous in practice. The Department is now prepared to consider applications from exporters for general credits up to specified amounts in respect of specified countries and for specified periods. The application must be submitted through the exporter's bankers. The amount in respect of which the Department will be prepared to give guarantees will be decided in consultation with the Department's Advisory Committee set up under the original Act. The exporter will then be at liberty to enter into transactions abroad up to the amount fixed without further reference to the Department, and the Department will undertake to guarantee the bills drawn within the agreed period for the goods shipped. The bills thus carrying the Department's guarantee are regarded in the discount market as first-class bills. The bills should have as short a duration as possible, but renewals will, if necessary, be permitted provided that the total duration of the credit shall in no case exceed 12 months in all. In the case of these general credits, the Department will not require that security should be put up by the importer, but in the event of default will retain recourse against the exporter for 5$\frac{7}{8}$ per cent. of the ultimate loss.

The Department will also maintain its existing practice in regard to applications for credits in respect of specific transactions. These must also be submitted through the exporter's bankers. In these cases the extent of recourse on the exporter will depend upon the extent to which security (if any) is put up by the importer.

Hitherto the Department has only guaranteed up to a maximum of 85 per cent. of the total amount of the bill. The Department is now authorised to guarantee up to the full 100 per cent. in cases where the credit does not exceed 12 months in all; but in cases where the credit exceeds 12 months the Department will continue its present practice of not guaranteeing more than 85 per cent. of the amount of the bill. In other words, the Department will guarantee the full 100 per cent. under the "General Credits" system in all cases, and under the system of credits for specific transactions may guarantee up to 100 per cent. in those cases where the duration of the credit does not exceed 12 months in all.

For the convenience of traders the Department is prepared to receive and give a decision on application in advance. Credits will be granted for sums, however small, as well as for large amounts.

A commission will be charged to meet the administrative expenses and to form a pool to meet losses. The commission will vary according to the nature of the business and the countries concerned, but every effort is made to secure that it should be as small as possible.

The Department wishes to make it clear that the scheme is designed to finance actual sales, and the Department is not empowered to finance the carrying of stocks, either in the United Kingdom or abroad; nor is it proposed to give credits in respect of goods to be shipped on consignment.

Copies of the detailed regulations can be obtained from, and enquiries should be addressed to :—

The Manager,
Export Credits Department,
73, Basinghall Street,
London, E.C.2.

Steps have been taken to give the banks and, through them, their branches, full particulars in regard to the scheme.

A full copy of the scheme appeared in the last issue of this Chamber's Journal.

Prospects in Brazil.

The attention of members of the Chamber is drawn to the following very interesting communication received from the British Chamber of Commerce of Sao Paulo and Southern Brazil on the subject of prospects in Brazil.

Caixa Postal, 1621.
Sao Paulo.
21st November, 1921.

Dear Sir,—Arising out of a discussion held a few days ago by my Executive Committee in regard to prospects for those coming to this country in the hope of finding employment, I am requested to give you a short review of present conditions which has been prepared and to state that we should be obliged if you would give this matter the publicity which you think it is due.

The British Chamber of Commerce in Sao Paulo, Brazil, has with regret noted of late the large and increasing number of young Britishers who have used a great part of their little stock of money, in many cases their War Bounty, to buy a ticket for Brazil, as though thereby gaining access to a land of plenty, hoping that they are leaving behind them the troubles, worries and difficulties that infest every other quarter of the known world.

The object of this letter is to state clearly the conditions that hold for the moment in the Southern States of Brazil, which, as every one knows, are those most suitable for settlers from Northern Europe.

Brazil is vast in extent and of almost endless resources. As in other large and new countries, development becomes possible only by the aid of imported machinery and implements. Owing to trade difficulties in the older countries, and especially the high price of coal, there is a scarcity of machinery and implements, while their cost is fabulous because of inflated freights and the present low rate of Exchange. The result of all this is that business is practically at a standstill; all construction is held up, and large Companies find one method of reducing expenses in dispensing with part of their Staff. This means to say that there are many competent men, knowing the language, accustomed to the prevailing conditions, and known to be good men, who are here, on the spot, and yet unable to find a suitable engagement.

Brazil thus, in company with the other countries, is suffering the effects of the social unrest in Europe and North America.

As regards the Interior, Agriculture offers many attractions to those suitably equipped with Capital and Experience. The large Canning Houses are generally glad to buy all the stock available for slaughter. Coffee is hardly an Englishmen's crop, though there are flourishing plantations in the hands of British Administrations.

Living is dear in Europe and there is no ground for the Britisher to suppose that it will be found cheaper in Brazil. Nor will the thoughtful Britisher find himself justified in taking it for granted that his services will be sought for in Brizil, if they cannot command a living wage in Great Britain. Of the educated classes Brazil requires only the best and most efficient. It is a mistake to suppose that anything will do for Brazil. Brazil is no place for the remittance man, and the days are past of the backward younger son whom his relations' influence with the Board of Directors in England could place in a position of affluence with the Company in Brazil. The efficient, even, must know Portuguese well, besides being capable exponents of their special profession. And after all this the efficient must possess sufficient means to hold on till a suitable opening offers.

Of the uneducated classes the Southern European is the only one that can hope to make good in the departments of unskilled labour, more particularly farming. The life and conditions, especially foodstuffs, being quite different from what Britishers expect or have been accustomed to. In this sense the Government of the State of Sao Paulo only recently found itself obliged to repatriate some hundreds of soldiers of General's Wrangel's army, whom they had brought to this country under the generous impulse of helping those who were helpless. Out-of-work clerks, shopworkers, factory hands from European cities will never make ideal tillers of the soil.

All this is explained, not with the idea of frightening people from Brazil, where, to speak frankly, strikes are rare and of short duration, Sinn Feiners are taboo; and Bolsheviks or Fascistas would receive short shrift, even if they managed to elude the alien's officers and land; where the climate is almost European, the sanitary conditions good and the soil fertile; where a hospitable people welcomes a courteous and well-behaved foreigner and the laws under a steady, moderate, firm Government, guarantee security of life and property. It is a country towards which every Britisher who is a worker and who has lived here any length of time, feels the sincerest friendship and sympathy, as perhaps having received more than his due.

But this is not the time for happy-go-lucky emigration. It is necessary that the individual examine himself thoroughly and impartially and see what grounds he finds for presuming that Brazil is to furnish him with a livelihood. It is not a question of roughing it, it is a question of there being the place for the indi-

vidual who is able to offer an employer such qualifications as would guarantee him the preference. At the moment very few vacancies exist, and for these the supply of local applicants is more than sufficient.

I am, dear Sir,
Yours faithfully,
(Signed) G. A. LAST.

R. B. Dunwoody, Esq. Secretary.
Association of British Chamber of Commerce.
11, Queen Anne's Gate,
S.W.1

Spanish Tariff Revision.

The Board of Trade understands that reports are current in Spain to the effect that the Spanish Government propose to bring a revised Spanish Customs Tariff into force on the 20th January, in place of the provisional Tariff at present in operation. No information is at present available as to how far the new Tariff will embody the proposals of the Draft Tariff published in July last.

British exporters to Spain should bear in mind the possibility that the rates of the new Tariff may come into force immediately on publication.

Safeguarding of Industries Act, 1921.—Inquiry under Part II. Aluminium and Enamelled Hollowware, etc.

The Board of Trade have in exercise of the powers conferred upon them by Part II. of the Safeguarding of Industries Act, 1921, referred to a committee constituted for the purposes of that part of the Act, and consisting of :—

Sir W. M. Acworth (chairman).
Mr. F. P. Dorizzi.
Mr. Stanley Machin, J.P.
Mr. R. G. Perry, C.B.E., and
Mr. Arthur Shaw,

complaints by the British Aluminium Hollowware Manufacturers' Association, the Wrought Hollowware Trade Employers' Association, and the National Light Castings Association, that Aluminium Hollowware, Wrought Enamelled Hollowware and Plain and Enamelled Baths manufactured in Germany, are being sold or offered for sale in the United Kingdom at prices which, by reason of depreciation in the value in relation to sterling of the German currency, are below the prices at which similar goods can be profitably manufactured in the United Kingdom, and that by reason thereof employment in those industries in the United Kingdom is being or is likely to be seriously affected.

The Committee are directed, after ascertaining the facts, to report to the President of the Board of Trade (a) whether the conditions specified in Section 2, subsection (1) of the Safeguarding of Industries Act, 1921, are fulfilled ; (b), on the effect which the imposition of a duty under Part II. of the Act on goods of the classes or descriptions covered by the complaints would exert on employment in any other industries being industries using goods of those classes or descriptions as material ; and (c), whether in the opinion of the Committee production in the industries manufacturing similar goods in the United Kingdom is being carried on with reasonable effieiency and economy.

The Secretary to the Committee is Mr. H. F. Hill, Board of Trade, Great George Street, London, S.W.1, to whom all communications should be addressed.

The Committee received evidence on Monday and Tuesday, the 9th and 10th January.

Czechoslovak Consulate for Liverpool.

The Czechoslovak Republic is the natural centre of Europe, not only as regards railways and water transport, but because of its political and economic importance, and it is but natural that Prague, the capital of the Republic, is becoming the natural hub of Europe.

Czechoslovakia is mainly an industrial State, and the conditions for development of industries are excellent. The country is rich in coal and various minerals, but for the extensive development of her industries it is necessary to derive considerable portions of the raw materials from abroad. Those are chiefly : wool, cotton, rubber, hides, jute, copra, copper, iron, etc.

The principal products for export are sugar, malt, beer, glass, which for its unapproachable quality is famous all over the world—textile goods, musical instruments, toys, china and porcelain, ironware, paper, imitation jewellery, gloves and many others.

In view of the fact that Czechoslovakia depends so largely upon its export trade, the Czechoslovak Government has endeavoured to resume regular trade relationships with foreign States, and as a result of trade agreements a gradual decontrol of imports and exports, which during the transitory period were, for financial reasons, controlled by the Government, will lead to normal conditions, under which there will be an almost unrestricted import and export trade.

The industries afford many opportunities for the opening up of trade and the sinking of British investments in the exploitation of minerals in various parts of the country. These guarantee a good return.

The newly opened Czechoslovak Consulate in Liverpool, which is the first to represent the Republic in Great Britain, has its offices in 25, Water Street. It is fully equipped to deal with all inquiries, and information regarding the import and export trade with Czechoslovak will be gladly given.

Polish Customs Regulations.

The attention of members who are in commercial relations with Poland is drawn to the fact that the Polish Custom Regulations require a declaration of the price of the goods to be imported, *i.e.*, the Custom form to be filled up should be accompanied by bills or similar documents stating the price of the goods.

Goods that are imported in defiance of this regulation are delayed, and the Customs Duties are increased 10 per cent.

Income-Tax Counterfoils.

The attention of members of the Chamber is drawn to the following letter, received from the Chancellor of the Exchequer by the Association of British Chambers of Commerce in reply to the Association's resolution, passed at the instance of the Plymouth Chamber of Commerce, at the Meeting of the 13th January, 1921 :

"That it should be obligatory upon the Bank of England to accompany all payments of dividends with a counterfoil showing the full amount of dividend and the amount of tax deducted."

Treasury Chambers,
Whitehall, S.W.1,
5th December, 1921.

DEAR SIR,—With reference to your letter to Mr. Chamberlain, of the 2nd February last, I am desired by the Chancellor of the Exchequer to inform you that the Bank of England have notified him that arrangements have been completed for the issue of Income Tax counterfoils with Warrants for dividends on Government stocks payable by them in cases where Income Tax has been deducted before payment. The new counterfoils will be first introduced in connection with the dividends due on the 1st January next.

Yours faithfully,
(Signed) DONALD FERGUSSON.

The Secretary,
Association of British Chambers of Commerce.

The British Chamber of Commerce in Bucharest.

This Chamber has now been incorporated. The Articles of Association show that the Chamber has taken powers to promote, study, protect and advance by every possible means not only trading relations between Roumania and the British Empire, but also to do the same work as regards shipping and transport.

A list of the founders and the members of this Chamber will be furnished on request.

The Articles of Association provide that in addition to British subjects, persons residing in Roumania and Roumanian companies interested in British-Roumanian trade may apply for membership and, subject to the provisions of the Articles of Association, they will be elected.

The first Council of the Chamber has been elected, and the Chamber is now ready to deal with all such matters as concern Anglo-Roumanian commercial relationship and will welcome inquiries in this connection and offer hearty co-operation in any matter bearing thereon.

Egypt-Iraq Air Mail Service.

The special fee payable (in addition to ordinary Imperial postage) on letters for Iraq and Western Persia, intended for onward transmission from Cairo to Baghdad by air, has been reduced from 1s. to 6d. per ounce, as notified in the Post Office Daily List.

The Italian Financial Situation.

Sig. De Nava, the Italian Minister for the Treasury, in submitting the Financial Statement to the Chamber of Deputies on the 8th December, announced that the deficit of the present Budget amounts to 5,000 million lire, whilst in the previous financial year it was 12,000 million, and that for the Financial Year 1922-1923 it will be further reduced to 3,000 million lire.

In examining the situation of the Italian Budget, it must not be overlooked that the Budget includes all expenditure arising from the War, even temporary expenses such as those which are incurred for the reconstruction of devastated regions and the redeemed Provinces.

A reduction of expenditure to the amount of 1,000 million lire is already estimated for the next year and the Government is endeavouring to make further cuts which will make possible an even larger reduction of the deficit.

Privations Endured by the Austrians.

The following letter has been received by the Chamber from the Academy of Commerce at Innsbruck, Austria :

Innsbruck, December 22nd, 1921.

Gentlemen,—Indescribable misery has taken hold of Austria and among the Austrian Provinces, it is the Tyrol that suffers most of all.

The Treaty of St. Germain bereft this country of its fertilest part, the South Tyrol, leaving it a long-stretched, narrow, but densely populated mountain valley with no other agricultural produce but some potatoes and maize, not sufficient to feed even the peasants who grow it (350,000 inhabitants, half of them living in towns).

Therefore the Tyrolese are obliged to buy almost all their necessaries of life, foodstuffs, clothing, linen, etc., from abroad.

The surrounding countries (Italy, Switzerland, Germany) from where these articles have to be imported possess a highly valued money (1 Swiss franc = 1133 Kronen; 1 lira = 235 Kronen; 1 Mark = 25 Kronen, according to the rate of exchange on the 15th November) the value of the Austrian Krone, however, is falling continually, so that the prices of all articles imported are rising in leaps and bounds.

Merchants and farmers, *i.e.*, the classes producing and selling foodstuffs or other goods are able to keep up with this rapid increase by raising the prices of their products or goods accordingly; the workman takes to the means of striking and thus forces a corresponding increase of his wages; the middle class, people like ourselves who get fixed salaries from the State abhor from this means, the Austrian State practically being at its wit's end and its "bank note press" unable to stand a still greater strain. This is the reason why we are not able to buy food enough to feed our wives and children sufficiently; clothing, linen and shoes now being absolutley beyond our small means.

A comparison of pre-war prices of some food stuffs and articles of clothing and our then salaries with those of to-day may show you our precarious situation:—

In.	Monthly Salary of a middle aged professor(45 years)	Fat	Meat	Potatoes	Flour	Milk	Sug'r	Shoes	Suit of Clothes
1914	450	2	2	0.06	0.40	0.20	0.80	20	70
1920	5000	140	80	5	30	22	80	800	5000
1921 till Aug.	11.000	240	150	22	70	26	100	2100	10,000
1921 till Nov.	24.000	200	400	40	380	62	380	8000	30.000

The above prices are quoted in Kronen and per Kilog.

These are only a few examples out of the bulk of articles the rapid increase of which makes it impossible for us to meet the requirements of the barest necessities of life.

Does not a monthly income of 24,000 Kronen (4 dollars of £1) compared with these figures seem ridiculous? Are not so our conditions of life quickly but infallibily approaching those of Soviet Russia?

In the utmost distress, in face of a rigorous winter, and with no means in hand to provide our families with the things most indispensable, the board of professors of the Commercial Academy in Innsbruck applies to the representatives of English Commerce and Wealth for help.

Whatever you may send, be it foodstuffs, clothing or money, will be received with deeply felt gratitude for your kindness and humanity.

Address by Mr. Arthur Balfour.

Mr. Arthur Balfour, of Sheffield, deputy president of the Association of British Chambers of Commerce, addressed a general meeting of members of the Chamber on Thursday, the 12th inst., on taxation and the effect of Government interference with industry. Mr. H. C. Field presided.

It was perfectly certain, Mr. Balfour said, that British manufacturers and merchants could not get back their export trade with the present enormous burden of taxation and rates. Something must be done. Take, for instance, the cost of public assistance in the form of health insurance, pensions, and things of that sort. In 1891 £25,000,000 per annum was spent on public assistance, in 1911 £69,000,000, and in 1912 £257,000,000, or considerably more than double the income of the country in pre-war years. That was one matter to be looked into, because the country could not afford so large a sum as £257,000,000. As business men they must impress on the Government the fact that they were prepared to sacrifice these things in order to secure again the financial stability for which England was famous. Mr. Balfour referred to the unnecessary erection of new offices in London for the Ministry of Labour at considerable expense. They must see that retail prices came down in proportion to wholesale prices, because until they had done that they were not entitled to go to the worker and ask him for a deduction. The one huge failure arising out of the war, he went on, had been the Government's attempt to fix standard wages. In this connection he had recently given evidence against trade boards. Trade boards could fix a minimum wage, but that minimum became a standard or anything they liked to call it—in practice it became the wage— and as long as that was the case efficiency would never be obtained, and the charaeter of the British working man would be ruined. He had no belief in arrangements forced on employers and employed by the Government. The only settlements of wage questions capable of standing stress were those arrived at by employers and the trade union leaders of the district. In the long run they were bound to get back to that system.

Mr. Balfour referring to the next Budget, emphasised the importance of drastic economies being made, and urged his hearers to insist on the publication of the report of Sir Eric Geddes's Committee exactly as it was written. However drastic it might be he hoped everybody would back it up and insist on the Government facing the situation. Mr. Balfour expressed himself in favour of an early General Election, trade being so bad now that the sooner the election was over the better. It would be better to have it now than in six months' time, he said. In order to get rid of the enormous burden of taxation a more effective Opposition was necessary. In his opinion the present House of Commons had not looked after their interests; permanent officials had been allowed to lay down programmes and they had been accepted.

Trade Inquiries.

1. Gentleman in Torino, Italy, is desirous to act as Buying Agent on Commission for English firm,

has extensive business connections, full command of English language, having resided 5 years in this country. References on application.

2. Firm in Alexandria desire to get into touch with Birmingham firms to act as their agents in that country. References given.

3. Firm of shipchandlers in Saignom are desirous to get into touch with firms interested in that market.

4. Agent in Buenos Aires, with several branches, desires to obtain agencies in hardware—textiles—machinery—foodstuffs—stationery, etc., etc.

5. Agent at Havana wishes to obtain agencies in hardware-cordage-thread and twines of all description, also glassware.

6. Firm of agents in Alexandria are anxious to obtain agencies for leather and fancy goods and any articles suitable for the East.

7. Englishman proceeding to Australia is desirous of obtaining first-class agencies in Electro Plate goods and Stationers' Requisites.

8. Agent in Cartagena is open to work agencies for British manufacturers.

9. Gentleman, highly recommended, resident in Philadelphia, Pa., is anxious to get into touch with British manufaeturers of Chemicals, Crude Drugs, Perfumes, and similar goods, suitable for the wholesale trade in the U.S.A.

10. Representative in Tunis wishes to obtain agencies of any kind for the market.

11. Firm of Electrieal Engineers in Bombay are desirous of being placed in touch with any maker anxious to do trade with the East.

12. Firm of representatives at Las Palmas (Canary Islands), are open to represent firms dealing in Textiles, Foodstuffs, Liquors, Sweets, etc., Full References on application.

13. Agent at Perth, Ontario, Canada, wishes to obtain agencies for Woollens, Hosiery, Pottery, China, etc.

14. Canadian manufacturers' agent desires to represent British firms in Brass & Copper goods and similar lines.

15. Experienced representative, age 40, knowing Canada and the States like a book, and having influential connections in most large cities, desires appointment as representative in those countries, establishing agencies, etc.

16. Canadian representative, now in England, would like to get in touch with Brassfounder, Builders' Ironmonger, or any Manufacturer anxious to develop Canadian markets. Commission basis. Sailing January 27th. Apply, c/o British Standard Exporter, 56, Chamber of Commerce Buildings, Birmingham.

17. Agent wanted in Birmingham to represent manufacturers of American Excavating Machinery, Concrete Mixers, etc.

Special Inquiries.

1a. Export Sales Manager. "Live" young man, to develop by correspondence, Overseas trading department, for Birmingham Cycle Manufacturer Good knowledge of foreign and colonial markets and importers essential. State age, experience, and fullest particulars. Small salary, but liberal commission for man who can show big results. References 1a this Journal.

2a. College trained Ex-Schoolmaster seeks position of trust or responsibility, Book-keeping, Correspondence, Competent Secretary, Management of Business, Would attend Exhibitions as Representative, Temporary or Part-time. Bank References. Apply, 2a, this Journal.

3a. London firm are open to establish connections with a desirable Broker, Agent, or Commission Merchant in Birmingham, with a view to appointing him eventually agent for their organisation. Chiefly Californian Dried and Tinned Fruit. Apply 3a this Journal.

4a. Mechanical & Electrieal Engineer, good practical, theoretical and organising experience. Good knowledge of French and German, Arabic, holds a certificate and Honours in "Economics of Business and the study of Finance," seeks appointment with plenty of scope.

5a. Bradford firm are anxious to get into touch with a reliable agent for the sale of their goods, Woollens, Worsted, Cotton linings and dress goods. Apply, 5a, this Journal.

6a. Gentleman with extensive commercial knowledge, wide experience in continental travelling, including France, Italy, Egypt, Greece, Austria, India, Serbia, Cyprus, etc., speaking five languages, is desirous of obtaining position as travelling representative for British firm. First class references.

7a. Gentleman is desirous of selling patent of invention by means of which it is possible to produce cutters *by cold swayiny*, so that only a little sharpening and the hardening remains to be done. Small working expenses entailed. Fuller details on application.

Chamber of Commerce Appointments Bureau.

The following particulars of applicants for employment have been forwarded by the Appointments Department, Birmingham. Those marked with an asterisk have been interviewed by the Birmingham Chamber of Commerce Ex-Offieers Panel and recommended.

Ex-Officer, Northumberland Fusiliers. Age 29; Married; Grammar School Edueation. Good knowledge of Furnishing trade in all branches. Wide experience of selling by private treaty and auction, also valuations to local authorities and merchants. Knowledge of business methods and local conditions of England and Wales gained by personal contact. Desires appointment, representative, buyer or administrative.

Ex-Captain. Age 15; married; Shortly proceeding to Australia. Would be glad of Agencies in the Iron and Steel Trade.

Ex-Officer. Age 25; single; Secondary School

education. 12 months' general training in the Hardware Trade Warehouse Management, Buying and Selling. Desires position as Assistant Manager or Representative.

Ex-Lieut., R.A.F., and S.A. Union, Age 31; single; Educated at High School and Victoria College, Shellenbosch, South Africa, B.Sc. Electrical Engineering. Intermediate B.A., Languages, Cape Dutch, and German. Considerable experience of Wireless work. At present teaching in evening technical school. Desires an appointment in South Africa as Electrical Engineer, Municipal work, or Construction.

Ex-Private. Age 28; single; Good education. Fluent French. 2 years' practical engineering training. 3 years' apprentice to the Potteries Electrical Traction Co. Finally Assistant Engineer in Power House. Had experience in Measuring, Building and Surveying, Architectural Surveying, etc., Mechanical Electrical and Structural engineering. Desires any suitable engineering appointment, Assistant Architect, or French Correspondent to firm of Engineers.

Ex-Captain. Age 31; married; Grammar School Education. 5 years' Apprenticeship in Analytical Chemistry and Metallurgy. 4 years chemist to a large Iron Co. Has been employed on Metallurgical work and in charge of pupils and apprentices. Desires appointment Works or Metallurgical Chemist or Representative, etc.

Ex-Corporal & Cadet. R.F. & R.A.F. Age 17; married; Grammar School and College Education. Has had perfect training in all classes of Engineering and Works Management, and is considered expert in controlling labour; also possesses the secret knowledge of enamel mixing for steel holloware. Desires appointment as Manager, Assistant Manager, Organiser or Inspector.

Ex-Lieut. Age 35; married; Public School Education. Had considerable experience in the Brewing Trade. Desires appointment at a Brewery, Manager to Brewery, or Secretary to Brewery or Wine and Spirit Firm.

Ex-Private. R.A.S.C., M.T. Age 39; married; Has had good experience as Salesman, Traveller and Garage Manager. General mechanical knowledge. Thorough knowledge of Motor and General Engineering. Desires appointment as Traveller.

Ex-Captain. Age 26; single; Grammar School Education. 2 years' intensive course of training with large Motor Co. under personal supervision of Works Manager. Desires a commercial position connected with Automobile Industry.

Ex-Captain. Age 42; married; College and University Education. Knowledge of Spanish, German and French. Several years' experience as Sales Manager to Engineering Firms. Knows Continent and South America well. Capable Organiser. Desires appointment as Salesman, Representative or Commercial.

Ex-Major. (Regular Army). Age 49; married; Solicitor. (After resigning army in 1898), served during late war. Chief Administrator in Egypt and Palestine. Desires suitable administrative or Secretarial appointment.

Birmingham Corps of Commissionaires.

Solihull,

31st December, 1921.

The Secretary, Birmingham Chamber of Commerce.

Sir,—I do not think my fellow Members of the Chamber of Commerce fully appreciate the advantage of this splendid organisation in their midst, or there would not be any Members of the Corps at present unemployed. I regret, however, to say that to-day no less than 54 out of 416 in the Division are without permanent employment.

The Corps consists of carefully selected old Regular W.O. Non-Commissioned officers and men who have served their time in the Army and Navy, and must have had a very good character on their discharge.

The average weekly rate of wages for Commissionaires in town may be estimated from 60s. to 70s. per week, with a higher scale for exceptional physical and educational advantages.

For temporary employment the rates are from 10s. a day, and employers can make engagements for fixed quarter or half days.

Men can be supplied by the Corps for almost any duty, either temporary or permanent, as Butlers or other indoor servants, Invalid attendants, Chauffeurs, Helpers, and Handy men, or for temporary service, at wages in accordance with their capabilities. Also married couples without families.

In particular cases where the uniform is not compatible with the employment, it may be dispensed with by permission of the officer of the Division.

The men can undertake the duties of Watchmen, Caretakers, Clerks, Messengers, Porters, and every description of light or heavy work, at short notice or for long periods. In fact, there is hardly a job of any kind for which a Commissionaire cannot be found.

The Corps guarantee the honesty and sobriety of its Members in the printed engagement form, which is a great advantage and safeguard to an employer.

I may say that for many years, whenever I have had an opportunity, I have employed a Commissionaire, and I am intimately acquainted with the organisation and administration of the Corps, their watchword being "Duty and Discipline."

There are men to-day who have not been soldiers or sailors, who are in receipt of large pensions, who I am informed are taking temporary work for less money than the Commissionaire can afford to do with his limited pension, and this may account for the fact that they are not all fully employed. I feel sure, therefore, that the Members of the Chamber will give preference to these gallant soldiers and sailors in the Corps of Commissionaires having regard to the exceptional advantages which the employer gains, and the rate of wages is only commensurate with the special nature of the services rendered and the high character of the men.

The total strength of the Corps is 4,700, of which the Birmingham Division numbers 416, with the Head-

quarters at 258, Corporation Street, where every information can be obtained from the officer in charge of the Division.

Yours truly,
Walter R. Ludlow,
Brigadier General, Ret. T.F.

Review of Books.

"The Principles of the Law of the Sale of Goods." By Henry Aitken, K.C., Messrs. E. & S. Livingston, 17, Teviot Place, Edinburgh. Pp. 188, price 10s. 6d. net.

Messrs. E. & S. Livingston are introducing a new educational series of which this is the first volume. The series will consist of volumes on Art, Commerce and Industry, Technical, Forestry and Agricultural. The authors in the series are University professors and lecturers and recognised authorities on the subjects with which they treat. We congratulate the publishers and the authors on the first volume of the series, and anticipate with much pleasure subsequent volumes. The book under review is intended mainly for the use of business men and of students in law, and in commerce in the Universities. A full citation of authorities is given, and it may therefore also be of use to the practising lawyer. Where differences still exist between the law of Scotland and England, the differences are carefully noted and, where necessary, references are made to English text-books on the subject, principally to "Benjamin on Sale" (the Sixth Edition). The author deals with the subject in a series of ten chapters under the following heads: 1. General Principles. 2. Formation of the Contract. 3. The Passing of the Property and Risk. 4. Conditions and Warranties. 5. Transfer of Title. 6. Delivery of the Goods. 7. Acceptance of the Goods and Payment of the Price. 8. Actions for Breach of Contract. 9. Rights of Unpaid Seller against the Goods. 10. Some Special Forms of Contract of Sale—Contracts of Sale F.O.B. Contracts of Sale C.I.F. Sales by Auction. Contracts of Hire Purchase.

The book contains a comprehensive table of cases and a minutely classified index.

There are few branches of the law more important than that relating to the sale of goods, because it affects every buyer and every seller. The volume under notice, therefore, should command a large sale

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"British Labour, 1914—1921." Being the Result of Conferences and Investigations by Committees of Section F. of the British Association. Part I. on Replacement. Co-ordinated and Revised by Miss L. Grier. Director and Lecturer in Economics on Newnham College, Cambridge, and Miss M. A. Ashley, M.A. Part II. on Conciliation. Edited by A. W. Kirkaldy, M.A., B.Litt. (Oxford), Dean of the Faculty of Economics and Commerce, University College, Nottingham. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2.) Pp. 266, price 10s. 6d. net.

Two of the authors collaborating in the production of this interesting and valuable work, viz., Miss Ashley and Prof. Kirkaldy, are well known to Birmingham.

The editor hopes that the book may prove to be of assistance in the solution of some of the economic problems which are pressing upon the attention of this country. The discussions arranged by the Economic Section of The British Association at Manchester in the summer of 1915, aroused a considerable interest, and there was a widespread demand that they should be made available to a more extensive public than could attend meetings. Under the circumstances, immediate publication was deemed to be essential. Thus, although the reports were interim and the discussion on industrial harmony not only as incomplete as such discussions must necessarily be, but also somewhat inconclusive, being preliminary, and the views expressed by no means identical, it was decided to publish with as little delay as possible the result in four volumes of reports which quickly went out of print. The present volume sums up and co-ordinates section relating to labour. We have carefully perused the pages of the volume, and, although some opinions are expressed which would not find general agreement, the book cannot fail to prove to be one of the most valuable treatises on subjects which are of vital interest to the country at the present day. A cursory perusal of the volume is sufficient to show that much research has been made and scrupulous care taken in its preparation. The volume should be useful, not only to the student, but also to the employer and workman whose duty it is to meet together from time to time for the settlement of the issues which are constantly cropping up.

"Factory Administration in Practice—Organisation and Administration from the Factory Standpoint." By W. J. Hiscox. (Sir Isaac Pitman & Sons, Ltd., Parker Street.) Kingsway, W.C.2. Pp. 214, price, 8s. 6d. net.

In his Preface the author states that there are at the present time many excellent volumes in existence dealing with Factory Administration, but, as he points out, these seem for the most part to have been written by the Accountant for the Accountant, and as a consequence it is to be feared that real factory conditions have been to some extent disregarded. He admits that it is right and proper that, as finance and accounts are the key to the situation, factory organisation should be of peculiar interest to the Accountant, but, unfortunately, what may be considered as near perfect as possible in the accountants' department is not of necessity so near perfection when applied to the stern realities of the workshop. The book under notice has therefore been written from the factory standpoint, and the difficulties and troubles encountered in the shops are appreciated and sympathetically referred to. In short, the book is written to appeal to the factory man, the works manager, the department foreman, and each and every active member of the factory administrative staff. The views expressed and the schemes outlined are the results of sixteen years' practical experience, gained through the author's association with well-

known engineering firms and administration from the factory standpoint is a subject which merits consideration. The subject is dealt with in a series of 29 chapters.

"Principles and Practice of Business." With Examination Questions in the Theory and Practice of Commerce, Business Organisation and Commercial Correspondence. By G. Mairet. Lecturer in Commerce at the City of London College. (Messrs. Macmillan & Co., Ltd., St. Martin's Street, London.) Pp. 301, price 5s.

This volume forms one of a series entitled "Life and Work Series," specially designed to meet the requirements of Central Continuation Schools and Classes. The aim of the author of the volume under review has been to provide in a handy volume a First Year Course of Study, which will be easily understood by students who have not yet left school, and at the same time provide interesting and instructive guidance to junior clerks as it will help them in matters which experience alone cannot teach. In preparing his work, the author has taken pains to make it easy for the students to understand and take a delight in their daily task. The book covers the most important part of the intermediate syllabuses of all the leading examining bodies, both in so-called Theory and Practice of Commerce and also in Commercial Correspondence, etc. The author has strictly avoided entering into any theoretical disquisitions having no practical application, and has endeavoured to exclude, as far as possible, all questions which could be placed more suitably in the economics, geography or history curricula. Notwithstanding the many books which have been published on the same subject, the one under notice is a welcome addition.

"The Foreign Exchanges and How to Profit by Them." By Victor Louis Gerard. Pall Mall Industrial Investments, Ltd., Trafalgar House, Waterloo Place, Pall Mall, London, S.W.1. Pp. 35. Price, 1s. net.

The author of this book is a member of a foreign banking house, with branches in Paris and in London, and is therefore well equipped for the production of a real informative work on the Foreign Exchanges, which, together with currency and banking, forms one of three mysteries which are at the present moment puzzling and distressing the world which has been maimed by four years of devastating war. Chapter 1 deals with the Modern Chaotic Exchange situation. Chapter 2, The French Exchange Position. Chapter 3, German Industry and the Mark. Chapter 4, The Italian Lira. Chapter 5, The United States Dollar. Chapter 6, Miscellaneous Exchanges.

"Iron Founding." By B. Whiteley. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, W.C.2.) Pp. 131. Price, 3s. net.

This is another volume in the interesting and valuable series entitled "Pitman's Common Commodities." The art and science of moulding is one of the corner stones upon which the edifice of engineering rests, and the volume under notice is an attempt to place before those who are not intimately acquainted with the interior of a moulding shop, some idea of the materials and appliances used, together with the methods of manufacture and the principles underlying the whole. The subject is so vast that nothing beyond a general survey of the subject could be attempted by the author, but with the limits of space necessarily imposed upon him in a handy series of the description referred to, he has produced a work useful to the general reader as well as to the student and even the practical man.

"Recollections." By Sir Chas. W. Macara, Bart. M.A. (Messrs. Cassell & Co., London.) Pp. 275 price 7s. 6d. net.

A son of the Manse who was destined to become the leader of the cotton trade of the world, these recollections of Sir Chas. Macara's long and varied career are probably as fascinating as any reminiscences which have been published during recent years. Starting life with nothing to depend upon except his own energies, Sir Chas. Macara became a great capitalist, a big captain of industry, and one of the most striking international figures in business. Probably no man in the country has done more for the promotion of friendly relations between capital and labour than Sir Chas. Macara. In his international and national work for industries, he always had the ideal of conciliation in all disputes before him. As head of a large business, while watching the damage done to capital by strikes, he has seen and investigated the untold hardship suffered by the workpeople who were on strike. Fearless in dealing with strikes, Sir Charles Macara's aim every time was peace, and it is not therefore to be wondered at that he obtained, and retained, the respect of his colleagues in trade, and also of the vast bodies of workpeople among whom he lived and worked. Space will not permit of a reference to the many chapters dealing with his travels abroad, and his meeting with Royalties, statesmen and celebrities of various countries. One can only recommend readers who may be interested in the recollections of the life of so great a man, written by him in his declining age, to secure a copy of the work.

"The British and Foreign Guide to Banking, Insurance, Export Merchants, Shippers, &c." (The Anglo-Continental Publishing Co., Ltd., 18 and 19, Windsor Arcade, Birmingham, and 56, Ludgate Hill, London, E.C.4. Pp. 476, price, subscribers, 21s. Non-subscribers, 25s.)

This guide was established in 1877, and the present is the 45th edition. It is divided into four sections. The first contains a list of H.M. Consular Service, a list of Coaling Stations, a directory of Shipping and Forwarding Agents, and a representative Coal Trades Section. The second section is a directory of British and Foreign Merchants, Agents, Brokers, Exporters, &c. Section three is described as a Shippers' Speciality List, whilst Section four consists of a Directory of Manufacturers (for Export), Exporters, &c.

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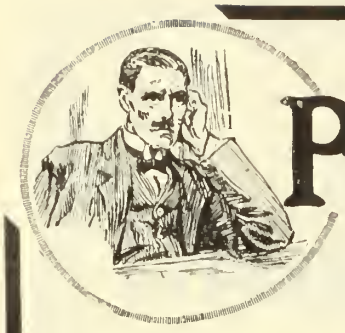
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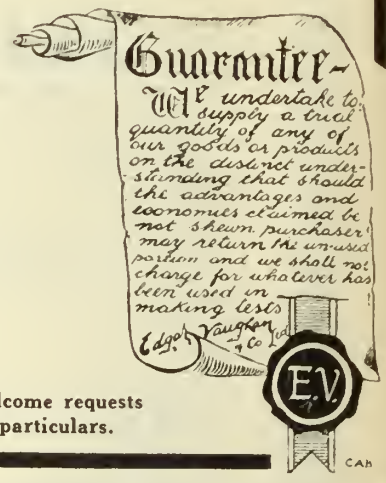
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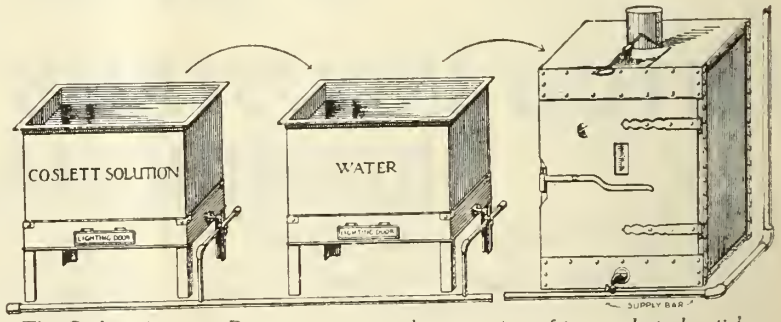
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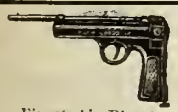
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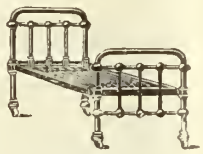


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Thomas Goode, Ltd., 24 Holloway Head, Birmingham. Mid. 1412
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C. H. Leng & Sons, Sherbourne Road, Balsall Heath, Birm. Mid. 2686.
A. Martin & Son, Wainwright Street, Aston, Birmingham. East 225.
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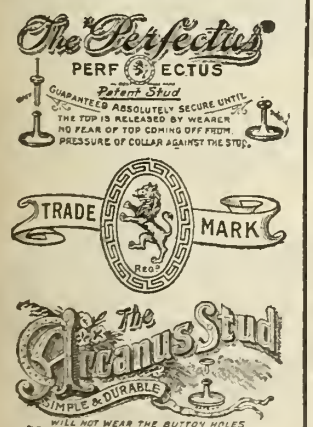
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Constructional Engineering Co., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

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Humphries & Dawes, Ltd., York Road, Hall Green, Birmingham "Humdaw," Birm. Shirley 48.
James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
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W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
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The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

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Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
Wright Saddle Co., Ltd., Lower Essex Street, Birmingham. Mid 56 & 57.

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D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56/57.

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Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Tels.: "Renown," Birmingham.

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Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
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Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
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Bown's Export and Fitting Dept., 86 Snow Hill, Birmingham. Cen. 275.

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Midland Wheel Co., 28 Avenue Road, Aston, Birm. East 91.

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Clyde Works, Weaman St, Birmingham. Cen. 2845

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Morgan's Chains & Pedals, Ltd., Wellington Works, 89-90 Cheapside, Birmingham. Mid. 1826.

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William Mills, Ltd., Atlas Works, Grove Street, Birmingham. "Wilmil," Birm. Smethwick 313-314.

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Long Acre Stampings, Ltd., Long Acre, Aston, Birm. East 229.
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A. W. Wills & Son, Ltd., Park Mills Nechells, Birmingham. East 117.

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Butlers, Ltd., Atlantic Works, Grange Road, Small Heath, Birmingham. Vic. 364-365.
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Cranmer & Cheshire, Steward Street, Birmingham. Cen. 7503.

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John A. Harry Hunt, 233, Bradford Street, Birmingham. Mid. 1941.

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Frank Baker & Sons, Ltd., 28-29 St. Paul's Square Birm. Cen. 2893.
Ingall, Parsons, Clive & Co., Bradford Street, Birmingham. Mid. 423.
W. Mavitta, Anchor Works, Park Road, Aston, Birm. Mathematical Scales and Engine Dividing.
J. R. Pearson, 35-39 Cowper Street, Birmingham.

EXTRUDED METALS.

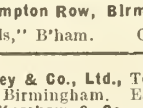
McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechuie," Birmiugham. Edg. 381 (4 lines).

EXTRUDED METAL RODS.

The Delta Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 5206.

EYELETS.

Bodill, Parker & Co., Ltd.,
Motor, Sail, Sacking, Equipment, Strap and Legging. Spur Teeth Grommets, Brass Thimbles, round or heart-shaped, &c., &e

Trade  Mark.

Albion Works,
Gt Hampton Row, Birmingham.
"Bodills," B'ham. Cen. 2260

Fisk, Davey & Co., Ltd., Tower Road, Aston, Birmingham. East 170.
Herbert, Kershaw & Co., Ltd., Highgate Street, Birm. Mid. 511.
George Tucker Eyelet Co., Ltd., Jameson Road. Birmingham. East 241.

EYELETS—continued.

Eyelets, Limited,
Manufacturers of EYELETS FOR THE BOOT, CORSET AND STATIONERY TRADES,
Commercial Street, Birmingham.
Mid. 975.
Tel. Add.: "Eyclim," B'ham.

FACTORY EQUIPMENT.

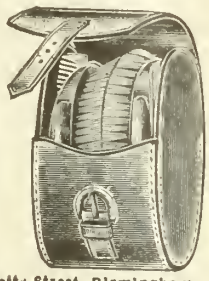
Factory Equipment Co., 36 Cornwall Street, Birmingham. Cen 2481. Cabiegrams "Facquip," Birmingham, England. Consulting and Inspecting Engineers.

FANCY LEATHER GOODS.

British Leather Goods Co., Midland Leather Works, 52 to 56 Macdonald Street, Birm. Mid. 718.
Eeles, Walker & Co., Ltd., The Crescent, Birm. Cen. 5324. Attaché and suit cases, travelling equipment. Vacuum Flask Carriers.

FRANK J. HALL,
Fancy Leather Goods Manufacturer.

Specialities:—Companion Cases, Manicure Cases, Brush and Comb Cases Solid Leather Collar Attache Cases, Music Cases, etc., etc.



27, Charlotte Street, Birmingham.

D. B. Harris & Son, Ltd., 73-5 Newhall Street, Birm. Cen. 6276.
Thos. Icke & Son, Heath Leather Works, West Bromwich. W.Brom.63.
Edward Jones, 145-7 Camden Street, Birmiugham. Cen. 2787.
Martins—Birmingham, Ltd., Granville Street, Birmingham.
Adolph Scott, Ltd., 24-6 Gt. Hampton Street, Birmiugham. Cen. 702.
Richard Wheatley & Son, 90-96 Constitutiou Hill, Birm. Cen, 5774.

FELLMONGERS.

J. J. & H. Hossell, 96 Coventry St., Birm. Cen. 4186. Branches, Belmont Passage, Birm., and Layerthorpe Bridge, York.

FELT MANUFACTURERS.

Cooper & Co. (B'ham) Ltd.
Felt Polishing Bobs.
TRADE

MARK.
Wool Felts up to 2 inches thick.
Felt Works, Little King St., Birmingham.
Cen. 2264.

FENDER MANUFACTURERS.

Addicott & Holland, 58-59 Staniforth Street, Birmingham. Cen. 1678.
Charley Hulton, Conybere Works, Birmingham. Mid. 296.
Newey & Homer, London Fields Works, Dudley. Dudley 32.
R. Normansell, Exeter Street, Birm. Mid. 1754.
Ogilvy & Partridge, Ltd., Browning Street Ladywood, Birm. Mid. 670.
John Wright (Fenders), Ltd., Glover Street, Birmingham. Vic. 296.

FERRULES.

Thomas Johnson & Sons, Whitehouse Street, Aston, Birm. East 904. Small solid-drawn brass, steel.

FILING SYSTEMS.

Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.

FIRE BRICKS.

Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Lumps, Tiles, Ganister.
Bowen & Edwards, Northwood Street, Birm. Cen. 522. Fireclay, Ganister,
Gibbons (Dudley), Ltd., Dibdale Fireclay Works, near Dudley.
Harris & Pearson, Stourbridge. Brierley Hill 7. "Fireclay," Stourbridge.
King Bros., Ltd., Penn Street, Birm. Cen. 1109. Crucibles, Glass Pots.
Mobberley & Perry, Ltd., Stourbridge. 128, 129 Brierley Hill.

FIRE EXTINGUISHERS.

Foamite Firefoam, Ltd., 65, South Molton Street, London, W.1. District Manager, A. F. Sargeant, 57, Bishopsgate Street, Birmingham.

FISH HOOK AND NEEDLE MANUFACTURERS.

Richard Hemming & Son, Forge Mills, Redditch. Redditch 10.
Thomas Hemming & Son. Ltd., Windsor Mills, Redditch. Redditch 135.
Arthur James, Excelsior Works Redditch.
John James & Sons, Ltd., Victoria Works, Redditch. Redditch 12.
The Redditch Manufacturing Co., Gresham Works, Redditch. Red. 150
H. Wilkes & Co., Ltd., Studley, near Redditch. Studley 8.

FISH HOOK AND TACKLE MANUFACTURERS.

S. Allcock & Co., Ltd., Standard Works Redditch. Redditch 1 and 2.
Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.
George Moore, Ltd., National Works, Redditch. Established 1805.

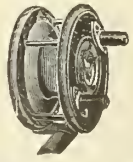
FISHING RODS AND TACKLE.

G. B. Fletcher & Co., Ltd., Eclipse Works, Redditch. Tel. No. 138.

FISHING REEL MANUFACTURERS.

Reuben Heaton & Sons, Ltd., 38-40 New Street, Aston, Birmingham.

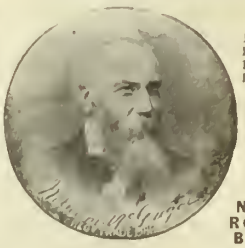
Smith & Wall, Limited,
Manufacturers of Fishing Reels, Rod Ferrules and Fittings, Gaff Hooks, Landing Rings, Nets and Tackle.



Whitehead Road, Aston, Birmingham.

FOOTBALL AND FOOTBALL BOOT MANUFACTURER.

William Shillcock,



McGregor Football Boots and Footballs

Newtown Row, Birmingham.
Tel. Add.: "Football, Birmingham."
Telephone: Central 4416.

FORGINGS (IRON AND STEEL).

G. Cook, Regent Row, Birmingham. Cen. 678.

FOUNDRY PLANT MAKERS.

Constructional Engineering Co., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

FURNACES.

The Incandescent Heat Co., Ltd., British Mills, Cornwall Road, Smethwick, Birmingham. Coal, gas, and oil-fired, for all purposes.
C. F. Price & Co., Ruskin Chambers, 191 Corporation Street, Birmingham. Cen. 5997. Makers of Price's Patent Gaseous Furnaces. Guaranteed Smokeless.

GALVANIZERS.

Arthur J. Austin & Co., Ltd., Hack Street, Deritend. Birm. Cen. 6504.

GARDEN SYRINGES.

Thomas Hickin & Sons, 83 Bucking ham Street, Birmingham.

GAS AND ELECTRIC LIGHT FITTINGS.

J. Barwell Sons & Co., (Lighting), Ltd. 257 Dudley Road, Birmingham.
Beal, Greenwood & Co., Ltd., Hinckley Street, Birm. Mid. 78.
Thomas R. Carpenter, Ltd., 171/179 Bishop St., Birm. Mid. 1014.
Ingram & Kemp, Newtown Row, Birmingham. Cen. 471.
Charles Joyner & Co., Icknield Square, Birmingham Edgbaston 513.
Rainsford & Lynes, Ltd., Emily Street, Birmingham. Mid. 1325.
Taylor Bros., Cooksey Rd., Small Heath Birm. Vic. 95. "Chaudelier," Birm,

GAS AND ELECTRIC LIGHT GLOBES.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410.

GAS BURNERS.

Burners, Ltd., Stoke Prior Mill, Bromsgrove. Phone: 118 Bromsgrove.

GAS ENGINEERS.

W. Parkinson & Co. (Incorporated in Parkinson and W. & B. Cowan, Ltd.), Bell Barn Rd., Birm. Mid. 2245. "Gasmeters," Birmingham.

GAS IRONS.

W. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. B. 64.

GAS METER MANUFACTURERS.

A. G. Sutherland, Ltd., Warwick Road. Greet, Birmingham. Vic. 368, 369

GAUGE GLASS MANUFACTURERS.

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

GEAR CUTTERS.

The Moss Gear Co., Ltd., Thomas Street, Aston, Birm. East 306 & 307.
Alfred Wiseman, Ltd., 80-89 Glover Street, Birmingham. Vic. 560 & 561.

GEAR WHEELS.

John Tickle & Co. Ltd., Providence Works, West Bromwich. Tel. 335.

GEM AND SIGNET RING MANUFACTURERS.

Eaton & Wrighton, 121 Vyse Street, Birmingham. Cen. 7089.

GLASS MANUFACTURERS.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410. Gas and Electric Light Globes.
Chance Bros. & Co., Ltd., Glass Works, Smethwick, Birm. Oldbury 106. Manufacturers of Glass for all kinds of Glazing; also Heat-resisting Glass Globes.

GLASS BEVELLERS AND SILVERERS.

Martin Dunn, High Street, West Bromwich. West Bromwich 451/2.
O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birm. Mid. 2300.
Samuel Krinks & Sons, Soho Pool, Hockley, Birmingham. Cen. 2857.
Wm. Pearce & E. Cutler, Ltd., Bridge Street, Broad Street, Birmingham. Mid. 2114. "Mirrors," Birm. Plate and Window Glass, Brilliant Cutting, Bending, Embossing, Leuses, Stained Glass and Lead Lights. All kinds of Framed Mirrors.

Parker & Osborn,

Glass Bevellers, Silverers and Benders. Lense Grinders.

Specialists for the following Trades
Cabinet Furniture Work, Shop Fittings, Silversmiths, Motor Lamps, Carriage Lamps.

6 and 7 Parade, and Scotland Street, Birmingham.
Cen. 6104 and 5579.

Joseph Price & Sons, Ltd., Fleet Street, Birmingham. Cen. 1530.

GLASS MERCHANTS.

Thos. Upton & Sons, 309 Broad Street, Birmingham. Mid. 1364.

GOLD BEATER.

Frank B. Hall, 140 Sherbourne Road. Balsall Heath, Birmingham.

GOLD & SILVER REFINERS.

Edward Day, 27-28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.
Lees & Sanders, Warstone Smeltiug Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP, SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Works, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden.

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

GREASE MANUFACTURERS.

Joseph Batson & Co., Ltd., Tipton, Staffs. Oil and Grease.

GRINDERS (MACHINE KNIVES AND FILES.)

F. & C. Reaney & Co., 62-64 Gooch Street, Birmingham.

GRINDING MACHINES.

R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-4.
John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd. 208, Corporation Street, Birmingham. Cen. 2110.

GUN AND RIFLE MANUFACTURERS.

Holloway & Naughton, Ltd.,
Gun & Rifle Manufacturers.

Specialities:—
12 BORE SPORTING GUNS.
Hammer, Hammerless, Ejector, Side Locks, and Pigeon.
HIGH VELOCITY RIFLES.

Vesey Street Works, BIRMINGHAM.
Tel. Add.: "Industry."
Tel. No. Central 1645.

Midland Gun Co.,
BIRMINGHAM.



'Phone Cen. 1254.
'Grams 'Rifles'

MANUFACTURERS OF
GUNS, RIFLES, REVOLVERS.

William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
G. E. Lewis & Sons, 32 and 33 Lower Loveday Street, Birmingham.
Chas. Osborne & Co., Ltd., Whittall Street, Birmingham. Cen. 1541.
Skimin & Wood, 31 Loveday Street, Birmingham. Telegrams: "Nimiks."
Ward & Sons, 2 St. Mary's Row, Birmingham. Cen. 675.
Webley & Scott, Ltd., 86 Weaman Street, Birmingham. Cen. 479.
Fredk. Williams, 32 and 33 Weaman Street, Birmingham. Cen. 1572.

HAIR PINS.

Kirby, Beard & Co., Ltd.,



Pins, Needles, Hairpins, Safety Pins, Needle Cases, Fish Hooks, Hat Pins, Glass Headed Pins

Ravenhurst Works, Bradford Street, Birmingham.
Mid. 562.

T. E. Linnett Startin, Lombard Works, 106-14 Emily Street, Birm. Mid. 1881. Also pins.

HAIR PINS—*continued.*

Twining & Sons, Ltd.,

Manufacturers of every description and put up of Bronze and Black Hair Pins, Safety and Hinged Pins, Photo Frames, and General Smallware.



"Teesonia."

185 Brearley Street, Birmingham.
Cen. 7123. Established 1865.

HAIR WAVERS.

T. E. Linnett Startin, Lombard Works, 106-14 Emily St., Birm. Mid. 1881.

HAM AND BACON CURERS.

Marsh & Baxter, Ltd., Brierley Hill, Staffs. Brierley Hill 121.
W. H. Smart & Co., Ltd., 5, 6 and 7, Wrentham Street, Birm. "Storage," Birm. Mid. 783.

HANDCUFFS.

Hiatt & Co., Ltd., Masshouse Lane, Birmingham. Cen. 3365. Also Police Accoutrements in general.

HEARTH FURNITURE.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

HEATING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, "Fahrenheit," Birmingham. Vic. 463.

HEATING AND VENTILATING ENGINEERS.

Froggatt & Prior, 232 Broad Street, Birmingham. Mid. 15.
Taylor & Peck, 5 and 6 Broad Street, Birmingham. Cen. 6066.

HINGE MANUFACTURERS.

Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Hinges in Iron, Steel & Machine made, Brass.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.
Harrison & Co., Bradford Street, Birmingham. Mid. 675.

HOLLOW-WARE.

Froggatt & Tyler, Ltd.,

Hollow-ware, Tinned, Galvanized, and Japanned Goods.



REGISTERED TRADE MARK

Crown Tin & Japan Works, Bilston.
Bilston 47.

Edward Hill (Successors to Hill Bros & Sutton) Regina Works, Lye, Stourbridge. Lye 1.
Francis Hill, Belmont Works, Birm. Cen. 1037. Wrought-iron hollow-ware.
N. C. Joseph, St. Eloi Works, Stratford-on-Avon. Manufacturers (in Aluminium only) of Stewpans, Saucepans Frypans, and Porringers, also Seamless Kettles, Teapots, etc.

HOLLOW-WARE—*continued.*

Joseph Sankey & Sons, Ltd.,
Bilston, Staffordshire.

Bilston 115.
Tinned and Enamelled Saucepans, Stewpans, Kettles, Frying Pans.

NEPTUNE  BRAND.

Ludlow Bros. (1913), Ltd., Palmer Street, Birmingham. Vic. 303.
Rhodes & Cartwright, Cradley Heath Buckets, Baths, etc.
Sargeant Turner & Sons. Ltd., Imperial Works, Lye, Stourbridge.
The Sheet Ironworkers, Ltd., Phœnix Works, Cradley, Staffs.

HOLLOWWARE (CAST).

Joseph & Jesse Siddons, Ltd., Hill Top, West Bromwich.

HOLLOWWARE (ENAMELLED ETC.)

John Stevens, Ltd., Brierley Hill, Staffordshire. Lye 26.

HORSE CLIPPING MACHINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks, Alma St., Birm.

HYDRAULIC ENGINEERS.

Hollings & Guest, Ltd., Thimble Mill Lane, Birmingham. East 490.

HYDRAULIC LEATHER MANUFACTURERS.

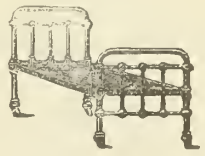
A. Collins, Rea Street South, Birmingham. Mid. 2387.
Edward Weaver, 221 Broad Street Birmingham. Mid. 936.

HOSPITAL BEDSTEADS.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

J. Nesbit-Evans & Co.,

Manufacturers of SPRING BEDSTEADS.



Only Address:
WEDNESBURY (Staffs.).
Phone: Wednesbury 119.
Tel. Add.: "Hospitabed."

Whitfields Bedsteads Ltd.,
109/125, Watery Lane, Birmingham.
'Phone "Victoria 94."
Tel. Add. "Bedsteads," B'ham.

The "Lawson Tait" Spring Bedstead.



First in 1881.
Best in 1921.
40 Years' Record.

Registered Trade Mark
London Address
10, Dane St., High Holborn, W C 1

INSULATING MATERIALS

Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
The Damard Lacquer Co., Ltd., Sole Selling Agents ; Pinchin, Johnson & Co., Ltd., Minerva House, Bevis Marks, London, E.C.3. Avenue 910

INSULATION SPECIALISTS.

VULCANISED FIBRE, VULCANITE EBONITE, INDIA RUBBER for all mechanical purposes, EBONOSTOS INSULATORS.

Heaven, Dowsett & Co.,

38 Cannon Street, Birmingham.

Cent. 5832.

INSURANCE.

BRITANNIC Assurance Co., Ltd.

TOTAL FUNDS £6,300,000.

All classes of Life Assurance business transacted. Attractive Up-to-date Tables.

Chief Offices :—
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THE BRITISH OAK INSURANCE CO. LTD.

Total Security over £1,000,000

All Classes of Insurance transacted (except Life).

Exceptionally low Premiums for INCLUSIVE HOUSEHOLD, MOTOR, WORKMEN'S COMPENSATION. Etc.

BIRMINGHAM OFFICE :—
Chamber of Commerce Buildings, Colonnade Passage.

Lancashire & Cheshire Insurance Corporation, Ltd., 14 Temple Street, Birmingham. Cen. 1333.
Midland Employers' Mutual Assurance, Ltd., Winchester House, Victoria Square, Birm. Cen. 1621 and 1622.
Proctor, Smith & Proctor, 371 Holyhead Road, Birmingham.

Telegrams "Henry Riseley, B'bam." Telephone Central 3577.

Henry L. Riseley & Sons,
Insurance Brokers (Incorporated), Underwriters and Claim Assessors (Established 1868),
Bristol, Cardiff and Birmingham.
Every description of Insurance effected. Special facilities for Workmen's Compensation Insurance. Marine, Commercial and Private Motor Vehicles.

Midland Branch Manager
J. Rowe Brooks, 14 Temple Street, Birmingham.

H. E. Scrivens, 20A Temple Street, Birmingham. Cen. 1865.
Wm. H. Venables & Sons, Ltd, 71 Temple Row, Birm. Cen. 3415.

INSURANCES (MARINE).

John Sutcliffe & Son,
1 CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1862. Freights, Chartering, Coal Insurance Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
"Clifson, Birmingham." Tel. Cen. 4289 and 5986.
Also at Grimsby, London, Liverpool, Bradford, Manchester and Glasgow. Direct Agencies in France, Holland, U.S.A., Canada, etc
Mr. M. G. COOKE, Birmingham, District Manager.

J. Johnson & Co., Ltd., 32 Paradise Street, Birm. Mid. 2956. Marine.
O. Medlicott Harrison, Ltd., 45 Newhall Street, Birm. Cen. 116.
National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028-1029.
Charles Sharrock & Co., 95-98 Exchange Buildings. Mid. 1202.

INVALID CARRIAGE MANUFACTURERS.

Thomas McKenzie, Bath Passage, Birmingham. Mid. 836.

IRON AND STEEL MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Nightingale & Brinton, 3 New Street, Birmingham. Cen. 2966.
A. P. Shelley, Ltd., 62 Steelhouse Lane, Birm. Cen. 2707. Speciality, Bright Rolled Steel Strip.

Sutton & Ash, Ltd.,
Iron and Steel Merchants
Trade E L F Mark.
Joists, Angles, Tees, Bars, etc., Girders, Iron and Steel Sheets,
SNOW HILL, BIRMINGHAM.
"Elf, Birmingham."
Tel. Cen. 1871. Pte. Branch Ex.

J. & C. Swanne, Ltd. Head Office : 36 Paradise Street, Birmingham. Speciality : Bright Drawn Steel for Automatic Work and General Engineering purposes.
Uren, Rogers & Co., Ltd., Smithfield Street, Birmingham. Mid. 299.
John Walsh & Co. (Birmingham), Ltd., Winchester House, Birm. Cen. 3550 Also Anthracite Coal. Tel.: "Square," Birmingham.
F. H. Warden, Ltd., Lionel Street, Birmingham. Cen. 692.

IRONFOUNDERS.

British Mills Foundry, Cornwall Road, Smethwick, Birmingham.
Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.
John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.
Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm.
Wm. Cross & Sons, Ltd., LyngFoundry, West Bromwich W. Brom. 64.
J. C. Dalman & Sons, River Street Birmingham. Cen. 4006.

IRONFOUNOERS—*continued.*

S. A. Oanjell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
Hassall & Singleton, Ltd., Freeman Street, Birmingham. Cen. 3214.
R. J. Hunt & Son, Berkley Street, Birmingham. Mid. 720.
Newby & Son, Phœnix Foundry, West Bromwich. Small Soft Grey Iron Castings.
Preston & Bishop, Ltd., Clement Street Parade, Birm. Cen. 1218.
Smith, Bingley & Evans, Ltd., Aston Road North, Birmingham. East 222, "Trio," Birmingham.
Samuel Smith & Sons, Ltd., Beehive Foundry, Smethwick, Smeth. 56.
John Tickle & Co., Ltd., Providence Works, West Brom. W. Brom. 335.
T. J. Walford, Charles Henry Street, Birmingham. Mid. 722.
Alfred Wissman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

IRON PLATE WORKERS.

W. H. Challingsworth, 296 Heath Street, Birmingham. Cen. 7201.
The Granville Tin Plate Co., Sheepcote Street, Birmingham. Mid. 1681.

JACKS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks., Alma St., Birm.

JAPANNERS.

Cox & Co., 92 Cox Street West, Balsall Heath, Birmingham. Mid. 17.
Oevonia Colouring Co., 131-133 Angelina Street, Birm. Mid. 1819.

JEWEL CASE MANUFACTURERS.

F. Brueton & Son. Ltd., 28-30 Nursery Rd., Hockley, Birm. Safety Razor Cases, Jewellery Cases, Stock Ring Cases, Manicure Cases. Northern 478.

Telephone : Northern 486.
Telegrams : "Hemlock, B'ham."

C. W. CHENEY,
FACTORY ROAD, SOHO, BIRMINGHAM.
Manufacturer :
Jewel Cases ready for covering, Hinges, Clasps, Turnbuttons & all kinds of Springs & Fasteners for Plate, Surgical and similar cases, etc., etc,
Prices and samples on application

Pickering & Mayell, Ltd., 42 Caroline Street, Birmingham. Cen. 2684.
B. S. Sadler, 31-2 Tower Street, Birmingham. Cen. 6615.

JEWELLERS AND GOLOSMITHS.

S. Blanckensee & Son, Ltd., 14-15 Frederick Street, Birm. "Bee," Birmingham. Cen. 2716.
W. H. Collins & Co., Excelda Works, Rookery Road, Handsworth. Birmingham. North 723. Makers of 9ct. Gold Brooches, Earrings, Pendants, Lockets, etc.
Eaton & Wrighton, 121 Vyse Street, Birmingham. Cen. 7089.
Ginder & Ginder, Gem Buildings, Hockley Hill, Birm. Cen. 580.
Arthur Hands, 8 Vyse Street, Birm. Cen. 6706. "Resource," Birm.
Hemming & Hazlewood, 60 Spencer Street, Birmingham. Cen. 2981.
Hollis & Newman, 62 Tenby Street, Birmingham. Cen. 2930.
Orbito Co., Ltd., Steward Street, Spring Hill, Birmingham.
Wm. Osborn, Ltd., 51-2 Northampton Street, Birm. Cen. 2917. Telegrams : "Platinum." Birmingham. Gem Set Jewellery in 15ct. and 18ct. Gold and Platinum.
S. Parkes & Son, 7 Bath Street, Birm. Cen. 6258. Rolled gold.
N. C. Reading & Co., 33-5 Hall Street, Birmingham. Cen. 2116. Rolled Gold and Silver Chains.

JEWELLERS & GOLDSMITHS—*contd*

Adolph Scott, Ltd., 24-26 Gt. Hampton Street, Birmingham. Cen. 702.
W. H. Small & Sons, 17, Pitsford Street, Birmingham. Cen 2906.
W. G. Sothers, Ltd., 111-113 Spencer Street, Birm. Cen. 6245.
Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.
S. R. Ward & Sons, Ltd., 50, 52 and 54 Hockley St., Birm. Cen. 2834.
Wright & Hadgkiss, Ltd., 9 Vyse Street, Birm. "Ringleader." Cen. 2902. Speciality Gem Rings.
J. H. Wynn, 42-6 Hylton Street, Birm. Cen. 1024.

JEWELLERS & SILVERSMITHS.

& R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diverelty," Birm. Northern 496.

JEWELLERS (GILT).

G. Edmonds, Ltd., Soho Hill, Birm. Northern 129. (See Advt.)
George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.
Stratton & Co., Ltd., 58 Bromsgrove Street, Birmingham. Mid. 1115. "Stratnoid." Enamelled brooches and gilt hinged tie-pins.
J. Boneham & Co., 45 Harford Street, Birmingham.

JEWELLERS (MANUFACTURING).

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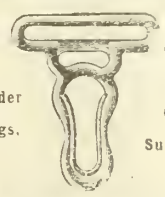
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DYNAMO LIGHTING SETS, MOTOR, MOTOR CYCLE and CYCLE LAMPS.

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MOTOR PANELS.

Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

MOTOR PUMPS AND ACCESSORIES.

Prima Co., Ltd., Commercial Street, Birmingham. Mid. 1347.

MOTOR RADIATORS & TANKS.

Serck Radiators, Ltd., Warwick Road, Greet, Birm. Vic. 532.

MOTOR SPIRITS.

Samuel Thornley, Ltd., 6 Snow Hill, Birm., and branches. Cen. 2271.

MOTOR TYRES.

The Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-930.

MOTOR TYRE VALVES.

T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
T. Enstone & Co., Ltd., Cregoe St., Birmingham. Mid. 2684

MUFFLES.

C. F. Price & Co., Ruskin Chambers, 191 Corporation Street, Birmingham. Cen. 5997. Makers of Price's Patent Furnaces. Guaranteed Smokeless.

NAIL AND WIRE-WORKING MACHINERY.

Ewen & Mitton, Sherlock Street, Birmingham. Mid. 1402.

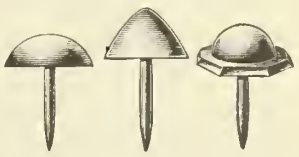
NAIL MANUFACTURERS.

David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631. Copper Boat Nails Roves and Sheathing Nails, Cut Copper and Zinc Tacks and Slate Nails.
The Wilshaw Nail Co., Wilshaw Mill, Meltham, near Huddersfield.
Tower Manufacturing Co., Ltd., Central Works, Worcester.

NAILS (UPHOLSTERERS').

Frank Shaw & Co., Ltd.,

Brass and Electro-Brass d Upholsterers' Chair Nails.



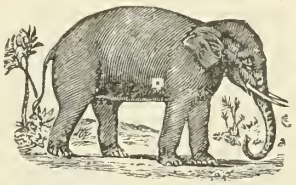
84 Newhall Street, Birmingham
"Buyer," Birm. Cen. 1039.

NEEDLE AND FISH HOOK MANUFACTURERS.

J. English & Son, Ltd., Queen's Works, Redditch. Redditch 111.
G. B. Fletcher & Co., Ltd., Eclipse Works, Redditch. Tel. No. 138.
Guillaume, Ltd., Redditch. Tel, No. Redditch 136.

William Hall & Co., Ltd.,

Studley, near Redditch.



Registered Trade Mark.
Redditch.

Richard Hemming & Son,

Needles and Fish Hooks.



FORGE MILLS, REDDITCH.
Redditch 10.

John James & Sons, Ltd., Victoria Works, Redditch. Redditch 12. Specialities: Needle Cases, Pack, Sail and Hardware Needles.
Kirby, Beard & Co., Ltd., Bradford Street, Birmingham. Mid. 498.
Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.
George Moore, Ltd., National Works, Redditch. Established 1805. Sail, Pack, Hardware Needles.
Abel Morrall, Ltd., Redditch. Redditch 40. Needles, Toilet, Safety and Knitting Pins, Crochet Hooks, etc.

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ASTWOOD BANK, REDDITCH.
Redditch 56.

James Smith & Sons (Redditch), Ltd., AstwoodBank, Redditch.

NEEDLE MACHINERY.

Edward White, Windsor Works, Redditch. Redditch 31.

NEEDLE MANUFACTURERS.

The Crescent Manufacturing Co., Redditch. All kinds of Needles, Needle Cases, Hat Pins and Toilet Pins, 'Knitting Pins, etc.

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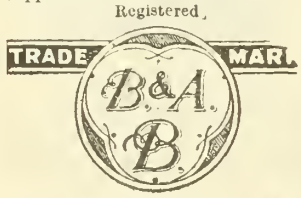
Mond Nickel Co., Ltd., Newtown Row, Birmingham.

NICKEL SILVER MANUFACTURERS.

Headley, Birch & Co., Ltd., 75-83 Vittoria St., Birm. Cen. 2268. Tel.: "Headbirco," Birm.
A. D. Keeling, Ltd., Warstone Metal Works, Birm. Cen. 440.
J. E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

NICKEL (GERMAN) SILVER.

Barker & Allen, Ltd.,
Nickel (German) Silver, Brass and Copper Sheet Metal & Wire Manufrs.
Registered.



Spring Hill & Myddleton St. Birmingham.
Cen. 2182-3-4.

NICKEL-PLATING AND BRONZING

F. Birkett & Co., 2 Whittall Street, Birm. Cen. 1971. Polishing, etc.
George Cadby & Sons, Ltd., Barr Street, Birmingham. Cen. 2521
A. E. Cook & Co., 2 Lionel Street, Birmingham. Cen. 1478.
H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.
S. Power (Proprietor: J. Anirobus) 34 Hampton St., Birm. Cen. 2732.
Willetts & Cobb, Ltd., Berkley Street, Birmingham. Mid. 699.

NUMBERING MACHINES.

The Rubber Stamp Co., 320 Broad Street, Birmingham. Mid. 530.

OFFICE EQUIPMENT SPECIALISTS.

Ex-Serviceman's Co-operative Enterprises Society, Ltd., 31, Staines Road, Hounslow, London. Hounslow 394.

OFFICE FURNITURE AND APPLIANCES.

W. H. James (B'ham), Ltd., 12 Grant Street, Birmingham. Mid. 908.
Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.
Midland Woodworkers, Ltd., 163 Bristol Street, Birm. Mid. 1787.
The Office Appliance Co., Ltd., 6 Livery Street, Birm. Cen. 6136.
E. C. Osborne, Ltd., 84 New Street, Birmingham. Mid. 1336.
H. P. Pope, Ltd., 114 New Street, Birmingham. Mid. 1773 (3 lines).
Clifford Taylor & Co., 156 Edmund Street, Birmingham. Cen. 5244.

OIL CABINETS.

The Valor Co., Ltd., Rocky Lane, Aston Cross, Birm. East 252.

OILS, COTTON WASTE, ETC.

E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

OILCANS

Birmingham Specialities, Ltd., 80-81 Bath Street, Birm. Cen. 7075

OIL COOLERS

Serck Radiators, Ltd., Warwick Road, Great, Birm. Vic. 531.

OIL FEEDERS.

Walker & Loach, Erskine Street, Birmingham. East 326.

OPTICAL AND JEWEL CASE MANUFACTURERS.

W. Smythe & Co., Ltd., 66 7 Edward Street, Parade, Birm. Cen. 5587.

OPTICIANS (MANUFACTURING)

Wheway Optical Co., Ltd., 42, Vyse Street, Birmingham. Cen. 1743.

OIL IMPORTERS AND MANUFACTURERS.

Joseph Batson & Co., Ltd., Tipton, Staffs. Oil and grease.
Brownsword & Co., Ltd., 2 Bristol Street, Birmingham. Mid. 29.
Forward Oil Co., Ltd., Ault Street Works, West Bromwich. Telegrams: "Essential," West Brom. Tel. 341.
W. H. Keys, Ltd., Hall End Works, West Bromwich. Tele. No. 206.
Thomas Merry & Co., Ltd., 75-6 Suffolk St., Birmingham. Mid. 503.
Nightingale & Co., Oban Oil Works, West Bromwich. Tel. 104.
The Russell Oil & Chemical Co., Ltd., Adams Street, Birm. Cen. 5481.
W. F. Smallman & Son, West Bromwich. West Bromwich 55.
Samuel Thornley, Ltd., 6 Snow Hill, Birm., and branches. Cen. 2271.
Transatlantic Oil Co., Ltd., 62 Exchange Buildings, Birmingham. Mid. 1434.
Edgar Vaughan & Co., Ltd., Legge St., Birm. Cen. 6557. All varieties.
Arthur Williams & Son, 72 Broad Street, Birmingham. Mid. 2840.
Charles C. Williams, Ltd., 281-283 Broad Street, Birm. Mid. 1874.
Francis Williams Oil Co. (Est. 1849). 100-104 Bristol Street, Birmingham. Mid. 625.

OIL LAMP GLOBES.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410.

OXY-ACETYLENE WELDERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.

PACKERS AND PACKING-CASE MAKERS.

W. & H. Gosling, 56 Lionel Street, and 16 The Crescent, Birm. Cen. 940.

PACKING-CASE MANUFACTURERS.

Wm. Bridgwater & Sons, Lower Trinity St., Birmingham. Cen. 768. Wood Fibre for Packing.
Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

PADLOCKS.

Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

PAINTS AND VARNISHES.

Gittings, Hills & Boothby, LTD.,
Paints, Varnishes, Japans, Enamels.

Trade  Mark.

Established 1773.
Tower Works, Aston, Birmingham.
EAST 297.

The Asbestos Fireproof & General Paint Co., Ltd., Bordesley Green Road, Birmingham, Victoria 366.
Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
Cutler's Gold Enamel Co., 254 Edward Road, Balsall Heath, Birmingham.
Arthur Holden & Sons, Ltd., 218-9. Bradford Street, Birm. Mid. 2413.

PAPER BAG MANUFACTURERS.

Dobson & Crowther, Ltd., Aston Road, Birmingham. East 280.
Smith, Stone & Knight, Ltd., Union Paper Mills, Birmingham. East 843.
Watson & Ball, Ltd., Castle St., Birmingham. Cen. 466.

PAPER MANUFACTURERS.

J. & W. Mitchell,
Manufacturers of
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Chromo Papers.
Aluminium and Leather Papers.
Surface and Enamelled Papers.
Glazed Papers for Printing, Box-making, Wrapping, etc.



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Bristol and Ivory Boards.
Mounting and Ticket Boards.
Correspondence and Post Cards.
Chromo and Enamelled Boards.
Cloth Lined Boards and Cards.
Bordesley Paper Works, Birmingham.
Tel. Address: "Tinfoil," Birm.
Telephone No.: 330 Victoria.

Smith, Stone & Knight, Ltd., Union Paper Mills, Birmingham. East 843.

PAPER FASTENER AND CLIP MANUFACTURERS.

Picken & Son, Frankfort Street, Birmingham. Cen. 6719.

PAPER MANUFACTURERS (WATERPROOF).

Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.

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Booth & Co., 32, Hall Street, Birmingham. Cen. 2890.
E. Johnson & Co., 48 Frederick Street, Birm. Cen. 1317. "Zephyr," Birm. Wrapping Paper Specialists.
George E. Lewis & Son, 62 Dudley Street, Birm. Mid. 1089.
Machin & Kingsley, Ltd., 69-71 Cornwall St., Birmingham. Cen. 6289
Millington & Sheldrick, Ltd., Gt. Charles Street, Birm. Cen. 7200.
Geo. Smith & Co., 142 Great Charles Street, Birm. Cen. 4022.
James Spicer & Sons, Ltd., 122 Edmund Street, Birm. Cen. 2813.
Stevenson & Co., 74 Church Street, Birmingham. Cen. 427.
Watson, & Ball, Ltd., Castle St., Birmingham. Cen. 466.

PARAFFIN LAMPS AND LANTERNS.

Young's Paraffin Light & Mineral Oil Co., Ltd., Cliscoid Lamp Works, New Spring Street, Birmingham. "Paraffin," Birm. Cen. 4135.

PATENT AGENTS.

Barker (George) & Brettell, Chartered Patent Agents, 77 Colmore Row, Birm. "Patent," Birm. Cen. 1309.
Geo. E. Folkes, A.M.I.Mech.E., 16 Bennett's Hill, Birmingham. Cen. 3792, and 70 Margaret St., London, W.1.
Lewis Wm. Goold, A.I.Mech.E., F.C.I.P.A., & Consulting Engineer, Chem. and Elec. Dept., R. L. Goold, F.C.S., A.I.A.E., A.I.E.E., 5 Corporation St., Birm. Cen. 2700.

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24, Temple Row, Birmingham.
H. N. Skerrett, Fellow of the Chartered Institute of Patent Agents, A.I. Mech.E., Associate I.E.E., etc.
W. S. Skerrett (Registered Patent Agent)
Telephone: Central 1038. Telegrams: "Skerrett."
Harold J. C. Forrester, 75 New Street, Birm. Cen. 6484. And 88/90 Chancery Lane, London, W.C.2.

PATTERN MAKERS.

Fellows & Darby, Ltd., Feldar Works' Slaney St., Birmingham. Cen. 5921

PEARL BUTTON MANUFACTURERS.

C. Beaumont, 65 Soho Hill, Birmingham. Northern 332.

PENS (STEEL AND METAL).



John Heath & Co., Ltd., 43 Windmill Street, Horse Fair, Birm. Mid. 3045.
Hinks, Wells & Co., 106 Buckingham Street, Birm. Cen. 3761.
Perry & Co., Ltd., Perryan Works, Lancaster St., Birm. Cen. 2457-8-9.
John Mitchell, Newhall Pen Works, Moland Street, Birm. Cen. 5989.
William Mitchell (Branch of British Pens, Ltd.), Bearwood Road, Birm. Smethwick 8.

PENCIL CASE MAKERS.

Francis Webb, Ltd., 44.5 Great Hampton Street, Birm. Cen. 2903.
William Vale & Sons, 82-83 Unett Street, Birm. Cen. 2715.

PERAMBULATOR AND MAIL CART MANUFACTURERS.

Badham Bros., Eagle Works, Halesowen. Phone, 33.
T. Barnfield & Co., 134.6 Conybere St., Highgate, Birm. Mid. 2023.
T. W. Chadwick & Co., 6-7 Moseley Street, Birm. Mid. 1036. Cabies, "Mailcarts," Birmingham.

T. H. Cole,
Central Works
Digbeth,
BIRMINGHAM.



T. Harris & Co., Lion Works, Bradford Street, Birmingham. Mid. 1688. Telegrams: "Bassinette."
Humphry & Barringer, Windmill St., Horse Fair, Birm. Mid. 1140.
James Lloyd & Co., Ltd., Hurst Street, Birmingham. Mid. 1602.
Thomas MacKenzie, Bath Passage, Birmingham. Mid. 836.

PERAMBULATOR FITTINGS.

Hodgetts Bros., Ltd., Helm Works, Cherrywood Road, Bordesley Green, Birmingham. Tel. Victoria 292.

PERFUMERY, SOAP & TOILET REQUISITES.

Empire Perfumery Co. (Proprietors Cuxson, Gerrard & Co., Ltd.), Oldbury, near Birmingham. Tel. Oldbury 55.

PETROL ENGINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

PETROL & TENDER LIGHTERS.

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Samuel Taylor, Ltd., 72 Lionel St. Birmingham. Cen. 1350.

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George Cadby & Sons, Ltd., Barr Street, Birmingham. Cen. 2521.

POLISHING MATERIALS.

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R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
Samuel Thornley, Ltd., 6 Snow Hill, Birm., and branches. Cen. 2271.

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W. & J. Player, Sherlock Street, Birmingham. Mid. 1402.

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T. Norton & Co., 28-29 Carver Street, Birmingham. Cen. 5917.
Taylor & Challen, Ltd., 62, Constitution Hill, Birmingham. Cen. 2244.

PRESSURE GAUGES (STEAM).

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

PRESSWORK (METAL).

William Bailey, 38-9 Weaman Street, Birmingham. Cen. 6954.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.
Herbert Terry & Sons, Ltd., Redditch Redditch 61.
Manor Works Co., 58 Albert Road, Aston, Birm. North 630

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Walton & Brown, Ltd., 315, Summer Lane, Birmingham. Cen. 5377.

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Birmingham Lithographic Co., Ltd., 72.8 Moor Street, Birm. Cen. 1151.
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Hall & English, Ltd., 18-19 Freeman Street, Birmingham. Cen. 934.
J. G. Hammond & Co., Ltd., Scotland Passage, High St., and 139, Moor St., Birmingham. Cen. 468.
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Hudson & Son, Livery Street and Edmund St, Birm. Cen. 516.

CHARLES NORMAN, Ltd.

'Grams: "Norseman," Birm.



Phone: Central 6825.

87 & 89, Edmund St., Birmingham.

E. C. Osborne, Ltd., 84 New Street, Birmingham. Mid. 1336.
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Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.
Jesse Haywood & Co., Foundry Lane, Smethwick. Smethwick 242.
London Screw Co., Unicorn Works, Smethwick, Birm. Smethwick 47.
Ephraim Phillips, Ltd., 9-10 Sherbourne Road, Birm. Mid. 1199.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631. Copper, Brass and Aluminium Rivets and Washers.
James Wiley & Sons, Ltd., Darlaston, Staffs. Darlaston 38.

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Dugard Bros., Ltd., Bridge Street West, Birmingham. Cen. 98.
Earle, Bourne & Co., Ltd., Heath Street, South, Birm. Cen. 2941. Cartridge, Brass, Copper, and all Alloys in Strip, Sheet or Blank.
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Charles Harbage, Heath Street South, Birmingham. Cen. 4277.
Heaton & Dugard, Ltd., Shadwell St. Rolling Mills, Birm. Cen. 476-8.
Hudson, Edmonds & Co., Ltd., Sheepcote Street, Birmingham.
Hughes Stubbs Metal Co., Ltd., Plume Street, Aston. East 127.
Richard Jones, Ltd., 7-9 Mary Street, St. Paul's, Birm. Cen. 2292.
Jones & Rooke, Ltd., 86-88 Northwood Street, Birm. Cen. 1628.
J. E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.
B. Mason & Sons, Ltd., Wharf Street, Rolling Mills, Aston. East 181.
W. H. Moore & Sons, Upper Trinity Street, Bordesley, Birm. Vic. 61.
William Morris & Son (Birmingham), Ltd., Freeth Street, Birm. Edg. 595.
Pitney Rolling Mills, Ltd., Pitney Street, Vauxhall, Birm. East 82.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett Street, Birm. Cen. 6485.
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SPECIAL DATING STAMPS
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Tel.: Central 6324.

J. Jackson & Co., 7 Suffolk Street, Birmingham. Mid. 1772.
The Rubber Stamp Co., 320 Broad Street, Birmingham. Mid. 530.

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J. & D. Smallwood, Leopold Street. Birm. Mid. 1661. Tel. Add.: "Rules."

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"Brainsafes," B'ham. Tel.: Mid. 2215.

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Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.
Dart Spring & Safe Co., Overend Street West Bromwich. "Dart," West Bromwich. Tel. 322.
Phillips & Son, Sherborne Street, Ladywood, Birm. Mid. 481.
Thomas Withers & Sons, Sandwell Road, West Bromwich.
Whitfield's Safe & Door Co., Oxford Street, Birm. Cen. 641.

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Safes, Fire and Burglar Resisting.



Trade Mark.
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Park Works,
WEST BROMWICH.
West Bromwich 122.

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Thomas Hill, Hampton Street, Birmingham. Cen. 3053.
Rapid Steel Co., Ltd., 2 Legge Lane, Birmingham.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

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Tel. Add.: "Sandblast," Birm.

SAUSAGE AND PIE MANUFACTURERS.

Palethorpes, Ltd., Dudley Port, Staffs. Tipton 101.

SAUSAGE MACHINE MAKERS.

John Gardner & Son, Smithfield Works, Bradford St., Birmingham. Mid.577

SAW AND BAND KNIFE MANUFACTURERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birm. Cen. 4014.

SAW MILL ENGINEERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birmingham. Cen. 4014.

SCALES AND WEIGHING MACHINES.

W. & T. Avery Ltd., Soho Foundry, Birmingham. Smethwick 300.
C. W. Brecknell, 82 Jamaica Row, Birmingham.
Day & Millward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.
G. & B. Morvan, Ltd., 33-34 Cardigan Street, Birmingham. Cen. 3596.

SCRAP FROM NON-FERREOUS METALS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SCREW MANUFACTURERS.

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.
Birmingham Products Co., Ltd., 36, Ludgate Hill, Birm. Cen. 3334-5-6
Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5099.
Burton, Delingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.
Butler & Spragg, Ltd., Cambridge Street, Birmingham. Cen. 1927.
Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.
Thomas Eaves, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.
Guest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham.
Hawkins & Co., Ltd., 329 Cheapside. Birmingham. Mid. 824.
Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.
Liston & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.
London Screw Co., Unicorn Works. Smethwick. Smethwick 47.
H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.
Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2966-7.
Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.
A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.
Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

SCREW CAPS IN TIN AND ALUMINIUM.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

SCREWED STOPPERS.

Dudley & Lowe, 46-48 Homer Street, Balsall Heath, Birmingham.
Fawcett & Fitzgerald, Steward Street, Spring Hill, Birmingham.

SCREWING MACHINES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.
Charles Winn & Co., Ltd., Granville Street, Birm. Mid. 366 and 1209.

SEALING WAX MANUFACTURERS.

J. F. Craddock & Co, Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

SHAPING MACHINES.

Brown & Ward, Ltd., 27, Gt. Hampton Street, Birmingham. Cen. 3831.

SHAVING SET MIRRORS (NICKEL PLATED).

O. C. Hawkes, Ltd., Bromsgrove Street, Birmingham. Mid. 2300.

SHEEP SHEARING MACHINES.

The Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma Street, Birmingham.

SHEET METAL PRESSINGS.

Knapp & Thornton, Ltd., 194-195 Aston Road, Birmingham. Cen. 5662.

SHEET METAL WORKING MACHINERY.

E. W. Bliss Co., Norwich Union Chambers, Birmingham. Cen. 1179.
George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

SHIPPING & FORWARDING AGENTS

Davies, Turner & Co., Ltd., 12 Cherry Street, Birmingham. Cen. 4125.

SHEET METAL WORKERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.
The Birmingham Guild, Ltd., 43-5 Gt. Charles St., Birm. Cen. 4048/9
W. T. French & Son, Ladywood, Birmingham. Edg. 364.
Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681
Midland Tank & Iron Plate Co., 243 Heneage Street, Birm. Cen. 298.
G. H. Walker & Co., 87 Cheapside, Birmingham.

SHIP LAMP MANUFACTURERS.

Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

SHIP LOGS.

T. Walker & Son, Ltd., 58 Oxford St., Birm. "Shiplog," Birm. Cen. 75.

SHIPPING AGENTS.

W. H. Hayward & Son, 36 Union Passage, Birmingham. The oldest Shipping House. Estab. 55 years. Freight, Insurance, and Passage Brokers. L. & N.W.R. Ticket Agents. Cheapest freights by all lines and services. Lowest Marine and General Insurances. Official Passenger Agents, of all Steamship etc., Companies, to all parts of the world. "Hayward," Birmingham. Tel.: Cen. 642.
J. Johnson & Co., Ltd., 32, Paradise Street, Birm. Mid. 2956. Through rates quoted to all parts. Passengers booked.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028.
Charles Sharrock & Co., 95-98 Exchange Buildings, Birm. Mid. 1202.
C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.
Stockwell & Co., Ltd., 272 Corporation Street, Birm. Cen. 6128.

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Leopold Walford Transports, Ltd., 75 New Street, Birm. Cen. 629. Rates quoted, including collection and delivery to all destinations abroad.
H. Spencer Yates, 46 Guildhall Bldgs., Birmingham. Mid. 1969.

SHIPPING (Insurance).

National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Sq., Birm. Cen. 1028.

SHIPPING TACKLE MANUFACTRS.

Bembridge & Jenkins, Ltd., Moland Street, Birm. Cen. 3715.

SHIPS' BERTH MANUFACTURERS.

Whitfields Bedsteads, Ltd., 109-125 Watery Lane, Bordesley, Birm.

SHIPS BLOCKS & FITTINGS.

Ansell, Jones & Co., Ltd., Kensington Street, Birmingham. North 977.

SHOP FITTERS AND SHOP FRONT BUILDERS.

A. F. Corbett & Co., Junction Works, Harborne, Birm Window Fittings, Show Cases, Glass Shelves. Edg. 642.
A. Edmonds & Co., Ltd., Constitution Hill, Birmingham, and London. Specialities: Wood and Metal Shop Fronts, Showcases, Quik-Fittings, Quik-fold Desks, Signs and Sundries. 'Phone, Cen. 1700/1701. Wire, "Quikserve," Birmingham.
A. J. Gupwell, Ltd., Clyde Works, Park Street, Birmingham. Cen. 1917. Wire: "Gupwell," Birmingham.
Harris & Sheldon, Ltd., Stafford Street, Birmingham. Cen. 6547.

SHOP FITTINGS MANUFACTURERS.

A. B. & G. G. Houghton, 42-3 Maln St., Sparkbrook, Birm. Vlc. 480.

SHOP FRONTS (Metal).

J. R. Pearson, 35-39 Cowper Street, Birmlngham.

SHOWER ROSES.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

SHROUD MANUFACTURERS.

Fox & Charles, 31-3 Bristol Street, Birm. Mid. 2068.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

SIDE CAR CHASSIS MANUFRS.

A. H. Haden, New Comet Works, Princlp Street, Birm. Cen. 5388.

SIDE CAR MANUFACTURERS.

Mead & Deakin, Rushey Lane, Tyseley, Birm. Acock's Green 92.

SILVERSMITHS.

William Adams, Ltd., 207-11 Barr St., Hockley. Birm. Cen. 7516.
S. Blanckensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.
R. Chandler, Ltd., 141 Hockley Hill, Blrm. "Routine," Birm. Cen. 7189
H. Clifford Davis, Harford Street, Birm. Cen. 5602. Speciality:—High Class Silver Enamelware.
W. Devenport, Northwood Street, Birmingham. Cen. 5489.
Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.
Harrison & Hipwood, 6 Warstone Parade East, Blrm. Cen. 6796.
Laurence, Emanuel, 14 Warstone Parade, Birm. "Chatelaine," Birm. Cen. 2791. Established 1874.
J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.
Herton & Allday, 195 Warstone Lane, Birmlngham. Cen. 1755.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.
W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.
Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.
Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.
William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.

SLATE (ENAMELLED AND PLAIN).

S. E Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.
Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.

SLATE MERCHANTS AND CONTRACTORS.

Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333

SMALL TOOLS.

Brooke Tool Mfg. Co,. Ltd., Great, Birm. Vlc. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.
Wm. Mackenzie, 237 Icknield Street, Birmingham.

SMALLWARES (METAL)—*continued.*

J. Nicklin & Co., Ltd.

Safety Pins, Curtain Hooks.

REGISTERED SAJONIC TRADE MARK

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Metal Smallwares from Sheet, Rod or Wire.

166 GREAT CHARLES STREET, BIRMINGHAM, ENG.
Cen. 1389.

Reynolds Bros., 15 Branston Street' Birmingham. Cen. 346.
Tiptaft, Ltd., Holyhead Road, Blrm. Northern 467.

SOAP MANUFACTURERS.

Sapon Soaps, Ltd., 67A Corporation Street, Birmingham.

SOAPS, SOAP POWDERS, ETC.

Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.

SOLDER MANUFACTURERS.

Allen & Timmins, Ltd., 226 Great Russell Street, Blrm. Cen. 3496.
A. T. Becks & Co., Ltd., 54 Clement Street, Blrmingham. Cen. 1232.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.

SPARKING PLUGS.

Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.
The Sphinx Manufacturing Co., Ltd., Bradford Street, Blrm. Mid. 1742.

SPECIAL MACHINED PARTS.

Ilston & Robson, Herbert Road, Blrmingham. Vlc. 180.

SPECIFICATION NON-FERROUS ALLOYS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmlngham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. Tel. Office, Mid. 282. Works, Mid. 281

SPELTER MERCHANTS.

Harry Jacobs, Exchange Buildings, New St., Birm. Mid. 1282-3.

SPELTER, ZINC AND LEAD REFINERS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SPIRIT LEVELS (All Kinds).

I. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rulee."

SPLIT COTTER PINS.

Arthur Vann & Co., Ltd., Devonshire Street, Wlneon Green, Birmingham. "Arthuvan," Birm. Cen. 3694.

SPOONS AND FORKS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bollvlan," Code, A.B.C. 5th Ed. Tel.: East 319.
Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.
Purcell Bros., 174-8 Hockley Street, Birmingham. Cen. 1382.
William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.
F. Whitehouse, Warstone Lane, Blrm. Cen. 5920. "Spoons," Birm.

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TRADE "ENOTS" MARK

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Four Oaks 5.

Midland Fan Co., Ltd., 212 Aston Road, Blrm. Cen. 5463. For Paints, Enamels, Lacquers, etc.
Stonehouse Works Co., Spon Lane, Mills, West Bromwich.
Testar & Swain, Florence Works, Pritchett Street, Birmingham.

SPRINGS.

The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.
Dart Spring & Sale Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,
HEADLESS CROSS, REDDITCH.

TRADE MARK. SEAL OF EXCELLENCE

Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.
Midland Spring Co., Ltd., 290-2 Summer Lane, Blrm. Cen. 6628. Upholstery and General.
George Salter & Co., West Bromwich. West Bromwich 216.
Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125. Tel. "Springs."
West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.

SPRING MATTRESSES.

Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.

SQUARES, GAUGES, STRAIGHT EDGES.

I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rulee."

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The Brass Flask and Capsule Co., Ltd.

METAL CONTAINERS
of High Grade Workmanship and Finish.

Manufacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.

33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.

Tel. Add.: "Micrometer," Birm. Cen. 2.

STAIR ROD MANUFACTURERS.

J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.

STAMPERS AND PIERCERS.

Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen. 7442.

J. W. Evans & Sons, Ltd.,
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For Forces for Stamping Hollow-ware.
(No Dross or Loss in Melting.)
Reliance Works, Albion Street, Birmingham.

Birmingham Metal Stamping Co., Ltd., Victoria Street, Birmingham.
W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.
George Brown & Co., 6 Berkley Street, Birmingham.
Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.
Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.
Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.
Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen. 1046.
A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.
A. E. Harris & Co., 95 Camden St., Birm., for Electrical Tradee.
Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.
Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.
W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.

STAMPERS (Sheet Metal).

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1773 (3 lines).

STATIONERS' SUNDRIES.

John S. Downing & Sons, Ltd., Commercial St., Birm. Mid. 1372.
M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Setten & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844 Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Sams Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Stanlforth Street. Birmingham. Cen. 6137 Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11 Prince's Chambers, Corporation St. Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

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James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Shears, Corkscrews, Champagne Nippers. Cen. 5766.
C. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings. Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street Birmingham. Cen. 346.

SURGICAL APPARATUS.

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Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimpton & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Charford Mills, Birmingham.

TACKS (STEEL.)

Frank Shaw & Co.,
LIMITED,



84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid. 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill. Birm. Cen. 4328.

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Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

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W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.

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The Iles Thimble Works,



Highgate Street, Birmingham.
Mid. 437.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

TIN AND COPPER-WARES.

Griffiths & Browett, Ltd., Bradford Street, Birmingham. Mid. 632.
Matthew J. Hart & Sons, Ltd., Gt. Barr St., Birm. Vic. 310.

TIN BOX AND CAN MAKERS.

G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271.

TIMBER MERCHANTS AND IMPORTERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529.
George Shipway, Moseley Street, and Camp Hill, Birmingham.
Williams & Farmer, Worcester Wharf, Bridge St., Birm. Mid. 444.

James W. Southern & Son, Ltd.,



42 Chamber of Commerce Buildings, Birmingham.
Telephone: Mid. 667.
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Timber for all purposes.

TIN HOLLOW-WARE.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

TINMEN'S MACHINES AND TOOLS.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

TIN AND IRON PLATE WORKERS.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.
H. J. Hookham & Sons, Ltd., Charles Henry Street, Birm. Mid. 275.
McCutcheon & Co., 49-55 Moseley Road, Birmingham. Mid. 1303.
Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birm. Vic. 195.
Randls & Smith, Rea Street South, Birmingham. Mid. 346.
G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271

TINNERS (SHEETS AND TUBES).

Richard Poolton & Sons, 80 Hurst St., Birmingham. Mid. 834.

TIN PLATE MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Henry J. Sayer, 24-28 Summer Row, Birmingham. Cen. 233 & 1618.

TIN TOY MANUFACTURERS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
Wm. Hunt & Sons, 109 Gerrard St., Birmingham.

TOBACCO MANUFACTURERS.

James & Co. (Birmingham), Ltd., 45 New Street, Birm. Cen. 5670.

TOBACCO PIPES.

The Jackson Asbestos Manufacturing Co., Ltd., 27 Rea Street South, Birm. Jackson's Patent Asbestos Pipes, etc.

TOOL GRINDERS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

TOOL HANDLE MAKERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529, 807, 4338.

TOOLS (CARPENTERS AND JOINERS').

Atkin & Sons, Ltd., Sheffield Works, Rea St. South, Birm. Mid. 480.

TOOL MAKERS.

Handley & Wilkins, Ltd., Century Works, Commercial St., Birm

TOOLS (ENGINEERS').

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
The Highgate Tool Co., Ltd., Angelina Street, Birm. Mid. 471. Vices spanners, pliers, planes, etc.
Horwood & Co., Hall Street, Dudley. Tel. No. 2264. Taps, Dies, Twist Drills, Hack Saw Blades, Files and Small Tools.
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
Thos. Newey & Sons, Ltd., St. Mary's Row, Birmingham. Cen. 1761.

Wynn, Timmins & Co., Ltd.,
Manufacturers of Steel Toys. Engineers' Tools, Stampers and Piercers.
Trade RTS Mark.
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H. James & Co., Ltd., Rolfe Street, Smethwick, Birm. Smethwick 68.

TRAVELLING TRUNKS (STEEL).

T. O. Cole, Ltd., Ash Road, Saltley, Birmingham. East 313.

TUBES (BRASS AND COPPER).

William Bayliss, Ltd.,

Manufacturers of Brass and Copper Tubes, Steel Tubes, Brass-Cased Tubes.

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Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birm. "Everitt," Birm. Brass and Copper.

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Grice, Grice & Son, Ltd., Nile Street, Birmingham. Mid 22.

Hudson & Wright, Ltd., Grove St. and Halberton St., Birmingham. Smethwick 85.

Williams Bros. & Piggott, Ltd., Herbert Road, Small Heath, Birmingham.

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Accles & Pollack, Ltd., Oldbury. Tel. No. Oldbury 111.

The Britannia Tube Co., Ltd., Glover St., Birmingham. Vic. 192.

Buckley's, Ltd., Cornwall Road, Smethwick, Birm. Smethwick 46.

Foster Bros., Ltd., Leabrook Tube Works, Wednesbury.

James McDougall, Ltd., Mestycroft, Wednesbury. Wednesbury 31.

The Metallic Seamless Tube Co., Ltd., Wiggin Street, Birm. Cen. 1168.

Oriental Tube Co., Ltd., Church Lane, West Bromwich. West Brom. 45.

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Victoria Tube Co., Ltd., Great Bridge, Tipton, Staffs.

TUBES (WELDLESS STEEL).

Bromford Ltd., Wheelwright Road, Erdington, Birm. Erdington 20. Tel. "Tubrom," Birmingham.

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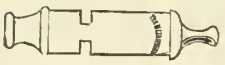
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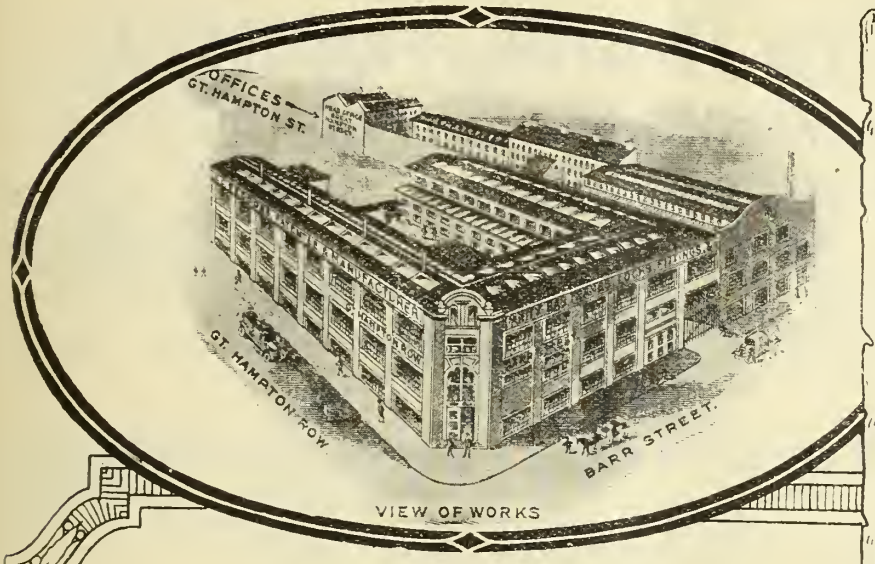
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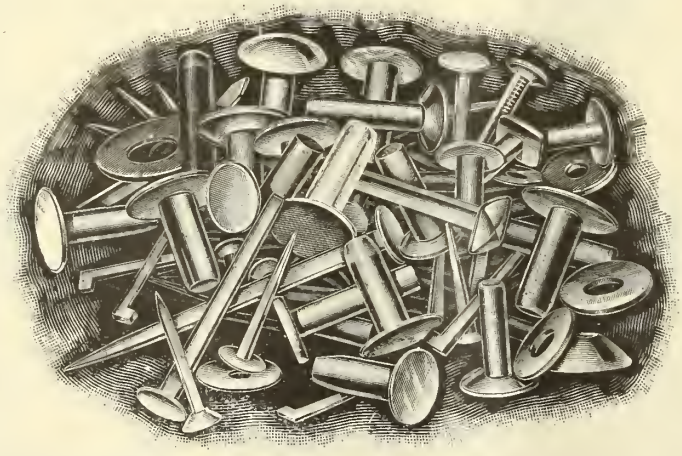
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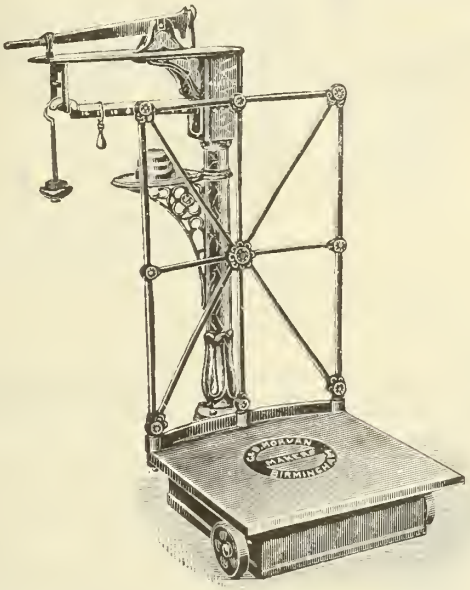
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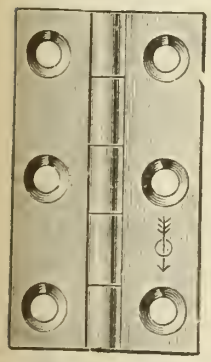
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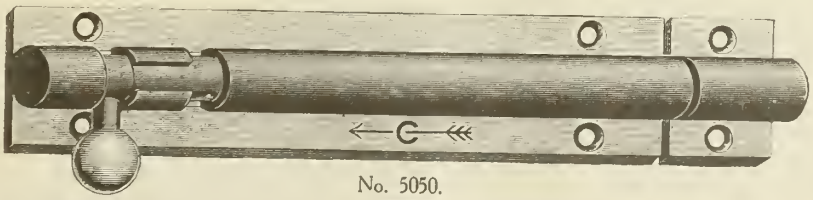
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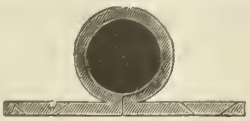
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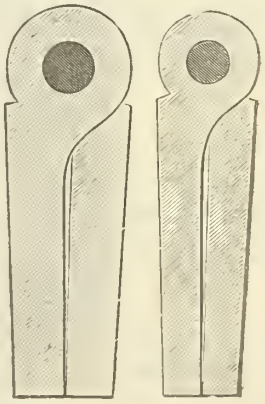
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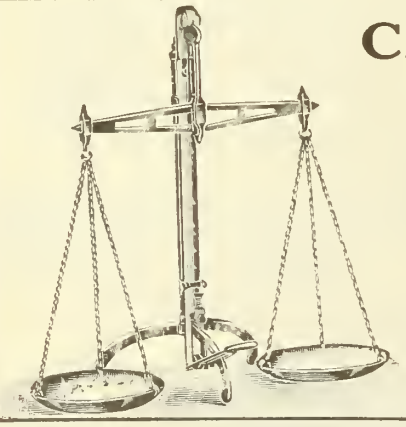
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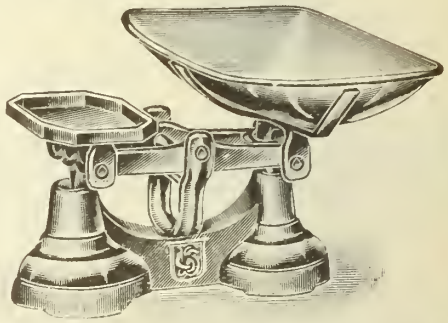
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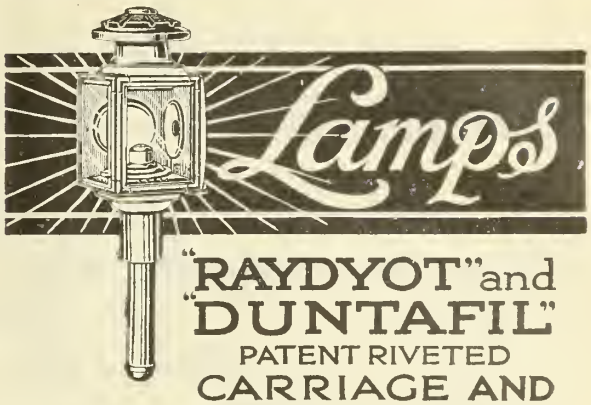
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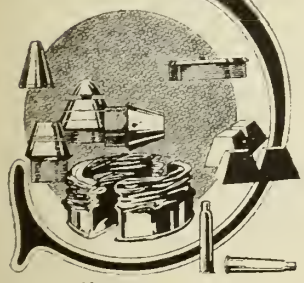
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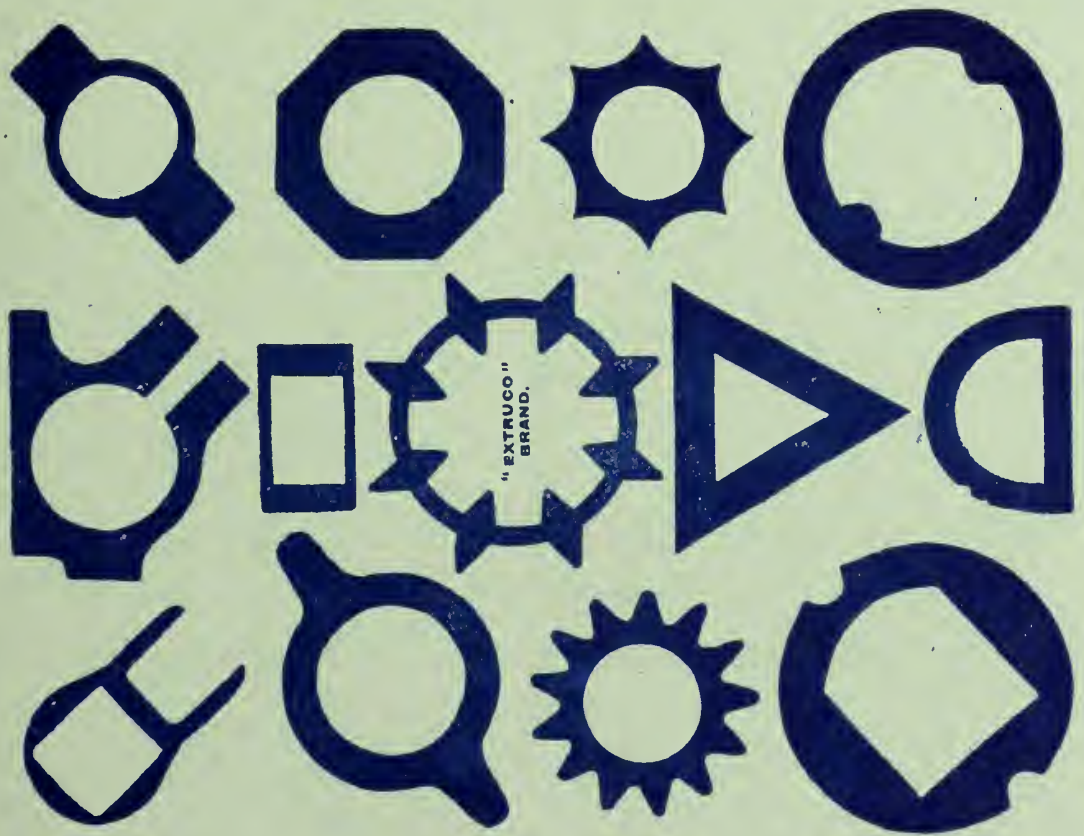
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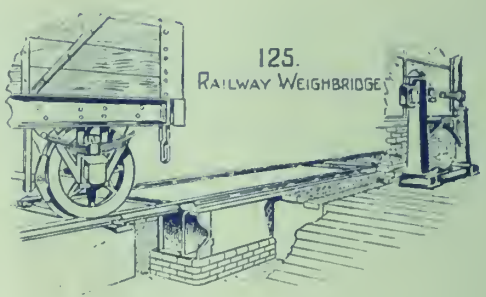
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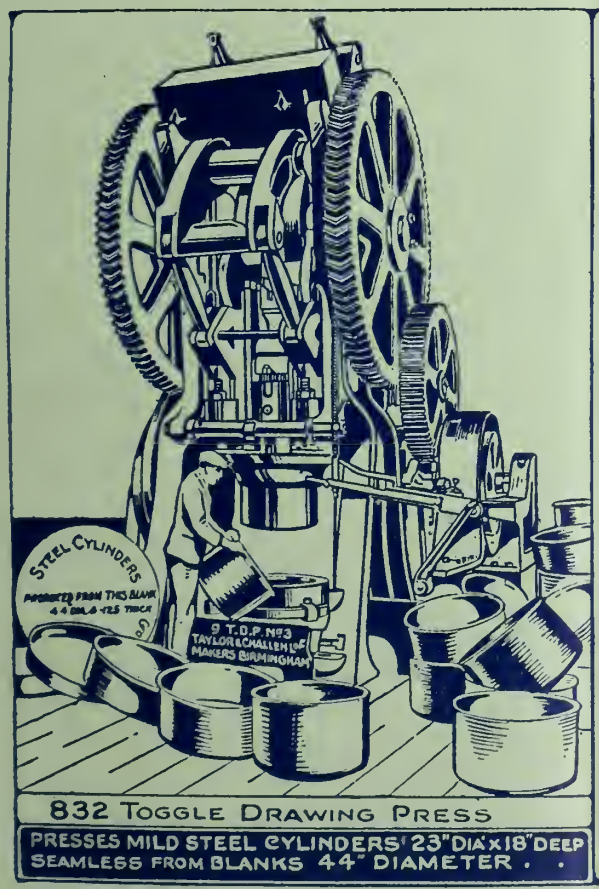
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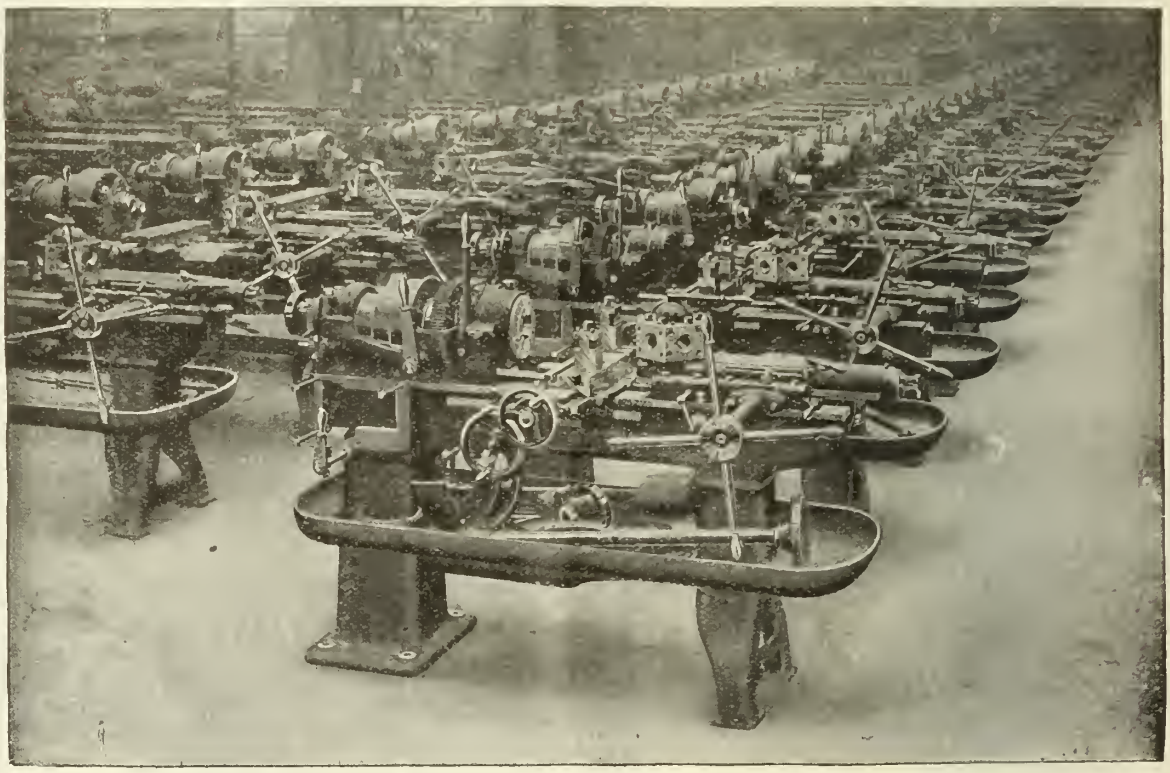
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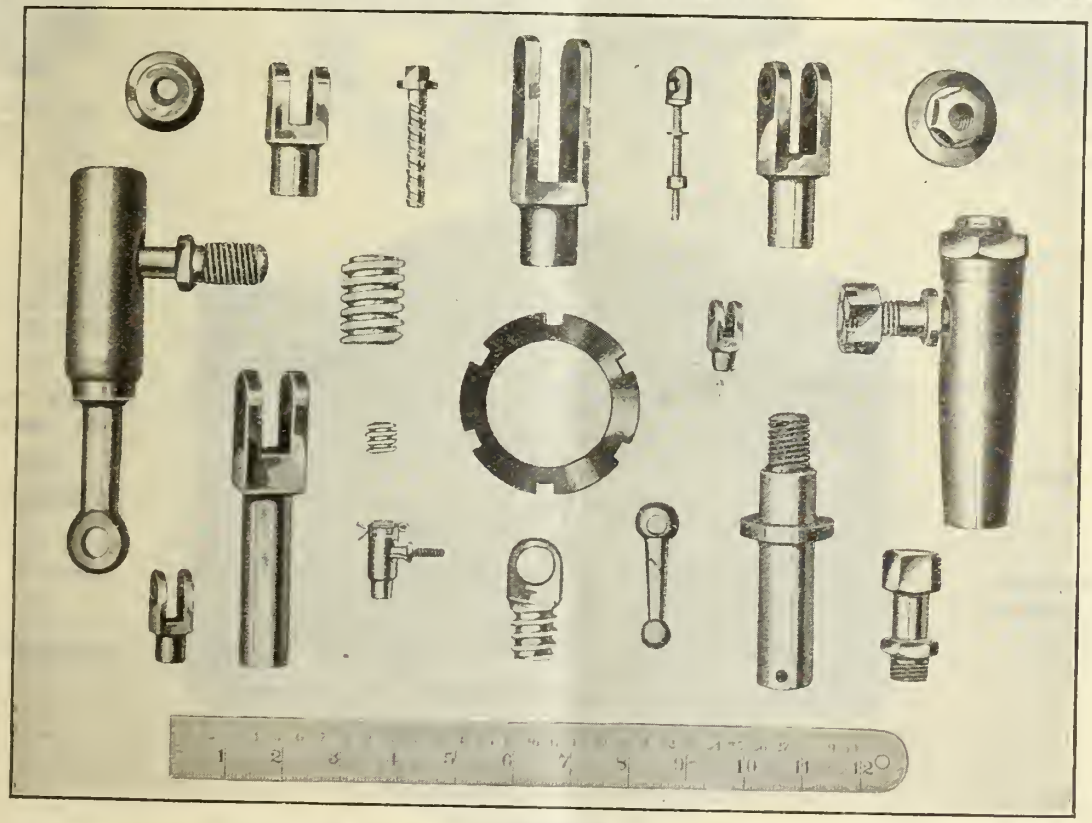
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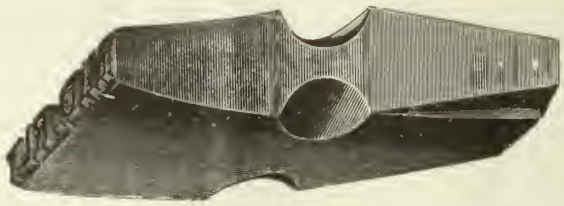
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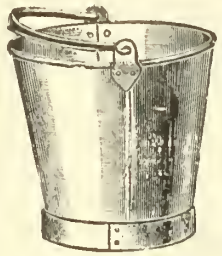
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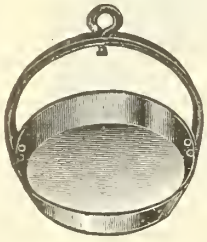
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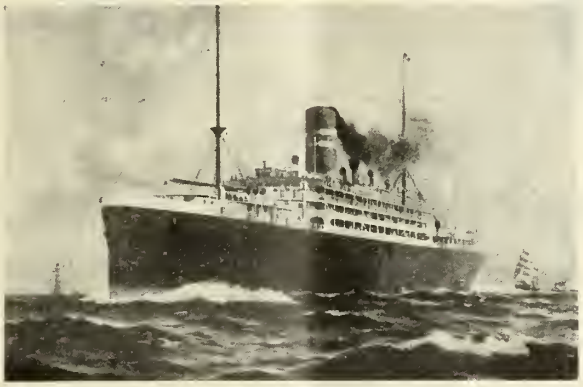
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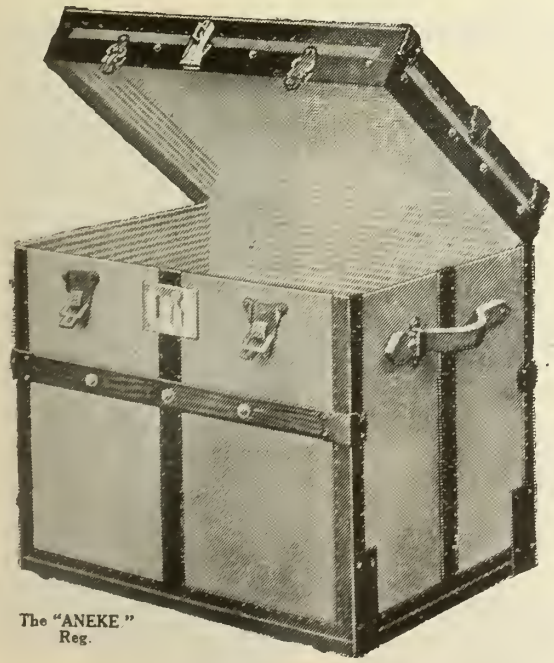


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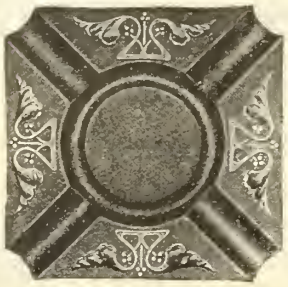
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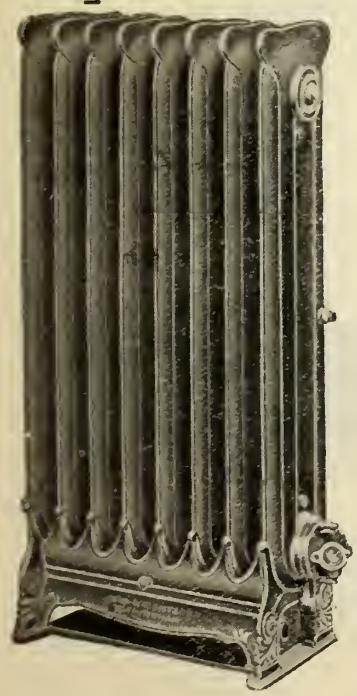
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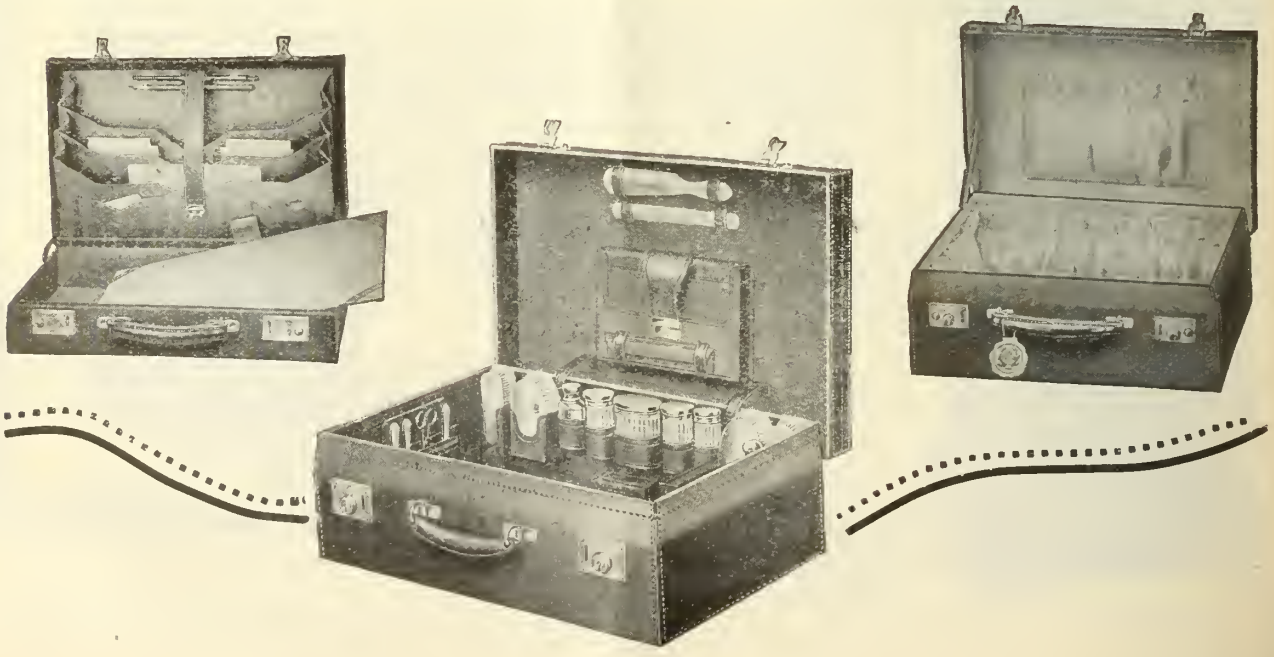
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THE

Birmingham Chamber of Commerce Journal.

Vol. 20. New Series. FEBRUARY 15TH, 1922. No. 230.

Editorial Notices.

The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

Inquiries for advertisement spaces should be addressed to the Birmingham Chamber of Commerce (Incorporated), 95, New Street, Birmingham.

Chamber Notices.

Offices :—Chamber of Commerce, New Street, Birmingham.

Office Hours :—9.30 a.m. to 5 p.m. (Saturdays, 9.30 a.m. to 12.30 p.m.)

Telephone :—Midland 1712 (3 lines).

Telegraphic Address :—" Birchamcom, Birmingham."

The Chamber is able to give or to obtain information respecting Railway Rates and Conditions. Tariffs, Customs Regulations, Openings for Trade, appointment of agents abroad, and other commercial matters.

Certificates of Origin, etc., may be obtained on application to the Secretary.

Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

Railway Companies and Road Transport.

In January, 1921, the Government appointed a Special Committee with the late Mr. Balfour Browne as Chairman to enquire and report whether it was desirable that Railway Companies should have general or limited power to carry goods by road. In March last five out of eight members of the Committee reported against such powers being conferred on the railway companies.

Four of the five members, after examining the evidence given before them, came to the conclusion :—

> " That it is not desirable that Railway Companies should have general or limited power to carry goods by direct road services, and that their present powers are sufficient for all the legitimate purposes of a Railway Company, namely, the carriage of goods by rail, and the collection and delivery of goods in connection with transit by rail."

The grounds of the objection were that if road transport powers were given to the Railway Companies there would inevitably be immediate and unequal competition between them and the independent carriers by road, and that the result of that competition would, owing to the fact that Railway Companies are very powerful and rich corporations, be the extinction of the independent road transport.

The fifth member of the Committee who was against the powers being conferred, said that if they were granted the ultimate result would be a private monopoly dangerous to the public interest.

There can be little doubt that the great majority of commercial organisations throughout the country agree with the majority of the Committee. The Railway Companies, however, were not content, and when the Railways Bill was before Parliament in July last they sought to secure an amendment conferring road transport powers upon them. This was strongly opposed by commercial bodies throughout the country, and ultimately the Speaker of the House of Commons ruled it out of order.

Now we are confronted with a private Bill which has been introduced by the North Western and Midland Group of Railways, constituted under the Railway Act, and which proposes to confer powers upon those Railway Companies to provide, use and work Road Vehicles in competition with independent road transport. The Chamber has decided strongly to oppose this Bill, and the principal grounds of opposition are very well summarised in a recent memorandum issued by the President of the Mansion House Association on Railway and Canal Traffic. They are as follows :—

(1) If the clauses proposed by the Railway Companies receive Parliamentary sanction it will give them powers which are entirely foreign to what was originally intended to be the functions of a Railway Company.

(2) It will be the means of creating unfair competition and give the railway companies a practical monopoly of transport by road.

(3) It will eventually destroy the last and only means of competition which traders at present enjoy ; and

(4) As the clauses in question impose no restrictions as to the charges for conveyance, the interests of the traders will be very seriously prejudiced, if, acting in accordance with the usual practice of the Railway Companies, the promoters eventually succeed in extinguishing the competition of independent carriers.

Each of these grounds of objection could easily be elaborated. For instance, the Railway Companies would be able to make use of their huge capital resources, amounting to £1,400,000,000, their great terminal facilities, docks, wharves and warehouses, and under the Railways Act would have the protection of the provisions which seek to guarantee a fixed income, and which are privileges not possessed by any independent road transport concern. With the aid of their huge statutory capital and resources, it would be comparatively easy to drive independent transport off the road in the same way as private collection and delivery contractors were driven off many years ago. Having done this, the Railway Companies would be able to justify increases of rates to secure their fixed income, and if the history of the past is to be repeated, it would be found that the elimination of competition would be followed by restriction of facilities without rates being reduced. On the contrary, they could be increased almost at the will of the Railway Companies ; but no independent road transport contractors would be likely to restart and undergo the process of elimination a second time. Thus the internal transport trade of the country would finally pass to the Railway Companies and the traders would be at their mercy

It is seriously urged that the Railway Companies have as much as they can do in working their Railways in the best interest of the trade of the country. Road competition should be freely maintained in its independence, and should not be allowed by Parliament to be destroyed by great Statutory Railway Companies. The great need of the country is reduced transport charges, but these can never be obtained if the North Western and Midland group obtain the powers for which they are applying.

We earnestly appeal to the members of the Chamber not to be led away by any specious arguments to the effect that road transport conducted by Railway Companies would be cheaper than that at present available. It might, for a time, whilst competing road transport is being destroyed ; but when the latter is accomplished, the whole of the transport of the country, railway, canal and road, will be in the hands of a huge monopoly, and the last state of the trader will be very much worse than the first.

Editorial Notes.

Birmingham—Wolverhampton Road.

Since 1908, Conferences have taken place between various local authorities with regard to the construction of a new main road between Birmingham and Wolverhampton. The necessity for this road is increasing with the growth of road transport, and it is universally agreed that the need is seriously accentuated by the fact that at the present time the road communication between these two towns is of the worst possible description. The proposed new road, however, would open up land and property which is now more or less derelict, and would improve consequently considerably the rateable value of the districts through which it would have to be cut. It is important to observe that no proportion of the proposed new road would be within the city of Birmingham or within the County Borough of Wolverhampton, although it is generally admitted that the trade of these places would benefit. From the outset, financial difficulties have stood in the way, but the project was revived when the present commercial and industrial crises arose, and strong representations were made by the Municipality of Birmingham and the Birmingham Chamber of Commerce to the Ministry of Health and the Ministry of Transport, urging that no more suitable work could be provided for the unemployed than the construction of this road, and suggesting also that the total cost of the construction should be borne by Government Grant, out of the Road

Fund. After strenuous effort, however, the utmost that could be obtained from the Government was found to be one-half of the estimated total cost, viz., £200,000.

The Lord Mayor of Birmingham, with commendable promptitude, at once convened a meeting of local authorities and representatives of Chambers of Commerce. This was held on the 31st January, in the Council House, and ultimately a Committee of representatives of local authorities was appointed to prepare a scheme on an equitable basis, suggesting the proposed proportions of financial contribution, for submission to each of the local authorities concerned. We sincerely trust that some good will result, but it will not be sufficient for the intervening local authorities to adopt the attitude taken up by the Chairman of the Tipton Urban District Council. In his speech, Councillor Doughty said all local authorities were without doubt unanimously in favour of the scheme, and demanded that it should be carried out. The cost he regarded as a mere bagatelle, not worthy of consideration, and it was almost a waste of time to call them together to discuss the expenditure of such a paltry amount. The cutting of the proposed road would convert derelict land into valuable frontages, and in his opinion it would pay owners between Wolverhampton and Oldbury in particular, not only to give the land necessary for making the road, but at least 100 yards on each side. When, however, the speaker reached the crucial question, he said : " So far as Tipton is concerned, we are with you, heart and soul, but please do not ask for money, we have none to give; we are up to the neck in debt." We sincerely trust, however, that Councillor Doughty will fall in with any practical scheme which it may be possible for the Committee referred to to devise.

* * *

Employment Exchanges.

It is somewhat interesting to observe from a report prepared on behalf of the General Federation of Trade Unions that they are of opinion that the Employment Exchanges are valueless, and that their existence involves an enormous expenditure of national money. They point out that even the name is a misnomer, as the Employment Exchange do not provide employment. The Federation also say that general co-operation between Employers' Associations and Trade Unions, together with the aid of the Press, would be far preferable to the huge and unwieldly Government scheme which now exists. Quite candidly we agree. In times of unemployment the Exchanges have not been able to help a bit —in times of good trade they are not applied to. Why then spend millions upon them every year ? The Chancellor of the Exchequer can do with the money, and Employers and Employed are quite capable of looking after their own business without any attempt at spoon-feeding by a Government Department. No tears will be shed by the community if the Employment Exchanges are abolished to-morrow, and there will never be any greater number of unemployed. We may perhaps be short of a few Government statistics, but this will be a relief and not a disadvantage.

Council Meeting.

The monthly meeting of the Council was held at the Registered Offices of the Chamber on Monday, 30th January, 1922, at 2.30 p.m.

The President (Mr. H. C. Field, M.A., J.P.) presided, and there were also present: Ald. Henry J. Sayer, Messrs. G. C. Vyle, F. Hickinbotham, H. Lakin-Smith, Geo. H. Dugard, H. Kerry Wingrove, F. M. Hawnt, C. Holland Harper, John P. Achurch, Frank Haseler, Herbert O. Worrall, W. Deakin, F. Johnson, John Belliss, J. Weatherhead, J. Percy Plant, E. O. Boston, Percy B. Adams, S. H. Rowbotham, Maj. H. J. Walduck, Maj. T. C. Aveling, and the Secretary (Mr. G. Henry Wright).

The notice convening the meeting was taken as read.

The minutes of the last meeting having been circulated were taken as read and signed as a correct record of the proceedings at such meeting.

Apologies were announced from Messrs. J. S. Taylor, John Earle, Edgar Chance, Lewis W. Goold, F. Hilary Jones, L. V. Kenward, C. T. Barlow, T. Parker Smith, W. B. Fletcher, R. C. Rodgers, and W. H. Bowater.

Brazilian Centenary Exhibition.

Col. H. W. G. Cole (Director, Exhibitions Department, Board of Trade) addressed the meeting with reference to the Brazilian Centenary Exhibition.

Japanese Industrial Mission.

The following letter was read :—

Japanese Industrial Mission,
Savoy Hotel,
London, W.C.2.
24th January, 1922.

G. H. Wright, Esq.,
Secretary,
Chamber of Commerce,
Birmingham.

Dear Sir,—I am commissioned by our Delegation, and I have the greatest pleasure in fulfilling the pleasant duty to tender to your Chamber of Commerce the very grateful appreciation of the courtesy and hospitality extended to the members of the Japanese Industrial Mission.

It goes without saying that without your kind and practical assistance, our journey of enquiry through the United Kingdom would have been valueless. Your Chamber has taught us much, and we feel that, by frank discussion of problems and mutually expressed goodwill much has been accomplished towards a closer understanding.

I trust that henceforth there will be plenty of opportunities to push on the good work begun, and that your Chamber and our Chamber may be able to co-operate for the benefit of tradal and other interests of both countries.—I am, sir, yours truly,

Tokutaro Sakai,
Secretary and Delegate.

REPORT OF THE GENERAL PURPOSES COMMITTEE.

Resolved—That the report of the General Purposes Committee now submitted be approved, adopted and entered on the minutes.

Report of the General Purposes Committee.

Your Committee beg to recommend that the Annual General Meeting of the Chamber be held on Monday, 27th March, 1922, at 2.30 pm.

Visit of H.M. Consul at Leipzig.

Your Committee beg to report that Mr. Kohan, H.M. Consul at Leipzig, visited Birmingham on the 21st December and interviewed several firms and visited a number of works. The arrangements for the visit were made by the Chamber.

Tenders for Despatch Boxes.

Your Committee beg to report that in connection with the Council's representation to the Stationery Office with reference to a tender for despatch boxes for which the contract was confined to firms with works in London, the Deputy-Controller of the Stationery Office has replied that such a restriction is necessary in the case of despatch boxes, since they are often required for special purposes at a few hours' notice, and, moreover, repairs to the locks, etc., to existing boxes have often to be made while the messenger waits at the contractor's premises. Such restrictions are not imposed in cases where special circumstances do not exist.

It was to the financial advantage of the Department to widen the area of tender as much as possible.

The boxes in question were of wood covered with leather or cloth, and not of metal as the Council were led to believe.

A further letter has been addressed to the Department to the effect that the Council are not convinced that the restriction complained of is necessary even in the case of despatch boxes required by the Government.

With regard to the character of the boxes referred to, it was pointed out there were a number of manufacturers in Birmingham who made goods of a similar character. The Department were requested to forward a sample of the despatch boxes referred to in order that it might be submitted to these firms.

Stand at British Industries Fair.

Your Committee have agreed to a stand for the Chamber at the British Industries Fair for the purpose of rendering assistance to buyers and members in obtaining information.

Sunday Collection of Letters.

Your Committee have given careful consideration to a letter from the Association of British Chambers of Commerce on the subject of the restoration of the Sunday collection of letters. A letter has been addressed to the Postmaster-General, stating that many complaints are made as to the inconvenience and loss sustained in the commercial community at the present time owing to the late and erratic deliveries of letters on Mondays.

It was stated that the economic loss to manufacturers, merchants and traders of the country which arises directly out of the cessation of Sunday collections, was incomparably greater than the cost of such a collection would be to the Post Office.

Your Committee urged that Sunday collection of letters should be reinstated without delay.

The International Navigation Congress.

Your Committee beg to report that the Secretary has been appointed as the Chamber's representative to serve on the Organising Committee of the International Navigation Congress, to be held in London, 1923.

Damage to Parcels.

Your Committee have considered a complaint by the Retail Trade Section with reference to the serious damage to parcels forwarded by the Parcels Post. Your Committee understand parcels are placed in bags without discretion as to their contents, and it may frequently happen that at the bottom of a bag there may be a semi-fragile parcel packed strictly in accordance with the Post Office regulations, even to the extent of there being a crate round it, which, because of a heavy parcel put on top, renders nugatory all the precautions that have been taken. Since this practice has obtained a great deal of damage, due, principally, to grease and liquid, has been caused, and the compensation limit of £2 fixed by the Post Office in cases where the parcel is not registered, is considered absolutely inadequate.

It is desired that the system previously in operation whereby parcels were packed in hampers should be restored, and your Committee recommend that representation to this effect be made to the Postmaster-General.

Parcels Post to Holland.

The attention of your Committee has been called to the unsatisfactory transit given to the parcels post to Holland. An instance has been received of a parcel posted in Birmingham on the 23rd December, which was not delivered in Holland on the 10th January. The members complaining refer to the severity of the German competition for the Dutch trade, and say that the chances are very much diminished by such serious postal delays. The parcel in question contained samples.

Your Committee recommend that representation be made to the Postmaster-General requesting him to take immediate steps to expedite the parcels post service to Holland, and suggesting that three days should be the normal period of transit.

German Indebtedness.

Your Committee have been informed that the Executive Council of the Association of British Chambers of Commerce has under consideration the question of the delays which are taking place in connection with the payment of German pre-war debts. A large number of complaints as to the delay in settlement are being received and investigated by the Association, and it was decided by the Executive Council that Chambers should

be asked to furnish particulars in duplicate of any specific instances of delay experienced by their members in connection with the settlement of German debts. Any complaints should be furnished in duplicate to the Secretary of the Chamber, and should be accompanied with the fullest possible details and the Clearing Office reference numbers.

Reduction in Postal Charges.

Your Committee beg to report that a Special Committee of the Association of British Chambers of Commerce have decided to convene a conference of representatives of all the principal commercial, industrial and financial organisations in the country, for the purpose of agreeing upon the reduction in the various postal charges which should be urged upon the Prime Minister by a joint deputation from all the parties interested.

Your Committee have agreed to the suggested reductions which are intended to form a basis for discussion. The conference will be held on Friday, February 3rd, and the Birmingham Chamber will be represented by Mr. H. James Yates and your Secretary.

Export Credits Scheme.

Your Committee beg to report that at the suggestion of the Chamber, the Board of Trade kindly allowed an officer to remain in Birmingham the day following the address given by Mr. J. B. Attfield on the Export Credits Scheme, for the purpose of giving interviews to firms who desired further information. Mr. A. B. Marchant, an officer of the Department of Overseas Trade, accordingly attended at the offices of the Chamber on Friday, the 20th January, and interviewed 21 firms.

Navy and Army Air Force Institutes.

Your Committee beg to report that a further national conference will be held at the Central Hall, Westminster, on Tuesday, 14th February, for the purpose of protecting against the trade monopoly set up by the Navy, Army and Air Force Institutes by opening retail shops in naval and military garrison towns.

Meeting with the Birmingham Members of Parliament.

In its last report, your Committee stated that following upon the suggestion made by Mr. Neville Chamberlain as to meetings between representatives of the Chamber and the Members of Parliament for the city, arrangements were being made for a meeting to take place. Your Committee now have to report that Mr. Neville Chamberlain, M.P., Mr. P. J. Hannon, M.P., and Alderman Jephcott, M.P., attended the offices of the Chamber on Monday, the 23rd inst., and met the General Purposes Committee, representatives of the Engineering Trade Section and the Patents, Trade Marks and Designs Committee. The subjects discussed included the following matters :—

Increased Postal Charges.

Cessation of Post Office Service on Sundays.

Postage between Belgium and the United Kingdom.

Weight of parcels sent to the Argentine.

Increased telephone charges.

Importation of advertising novelties, bearing the names of British firms.

Importation of German earthenware into South Chile, bearing the mark "Staffordshire."

Importation of glove buttons, marked "English make."

Imported needles labelled with English wording.

Recommendations of the Royal Commission on Income Tax.

Rating of Machinery.

Limitation of Assessments.

Committee's Recommendations.

Annual General Meeting.

That the Annual General Meeting of the Chamber be held on Monday, 27th March, 1922, at 2.30 p.m.

(Note Recommendation altered that meeting should take place in Assembly Room on 3rd April).

Damage to Parcels.

That representation be made to the Postmaster-General to the effect that the system previously in operation whereby parcels were packed in hampers should be restored.

Parcels Post to Holland.

That representation be made to the Postmaster-General requesting him to take immediate steps to expedite the parcels post service to Holland, and suggesting that three days should be the normal period of transit.

F. Hickinbotham,
Chairman.

Birmingham,
27th January, 1922.

REPORT OF LAW AND PARLIAMENTARY COMMITTEE.

Resolved—That the report of the Law and Parliamentary Committee now submitted be approved, adopted and entered on the minutes.

Report of Law and Parliamentary Committee.

Registration of Business Names Act, 1916.

Companies (Particulars as to Directors), Act, 1916.

Your Committee have considered a letter received from the Association of British Chambers of Commerce enclosing copy of a communication received from the Board of Trade asking whether the above Acts have proved to be of such use to the commercial community as to justify their retention, or whether any amendment is desirable.

In regard to the Companies (Particulars as to Directors) Act, it appears that the Board of Trade will not accept in a Company's Return of Directors the general description of "Director of Companies," but insist that the name of each Company in which the individual is Director shall be stated. To this requirement they have received an objection accompanied by a suggestion that the main occupation only of the Directors should be given.

In regard to the Registration of Business Names Act, the Board of Trade state that there has been some criticism of the provision which requires the registration

of firms whose names consist of the name of an individual with the addition of such words as "and Son" or "Brothers" which may or may not contain a true indication of the membership of the firm.

It is alleged by the body which has made the objection in regard to the Companies (Particulars of Directors) Act which incorporates certain provisions of the Registration of Business Names Act that the main intention of the latter Act was to ensure accuracy of name and nationality. This, however, is not exactly the case, legislation requiring the registration of business names having been advocated by your Chamber and by the Association of British Chambers of Commerce for many years before the war.

Your Committee are of the opinion that the two Acts referred to have proved to be of use to the commercial community, and that their retention on the Statute Book is quite justified. Although in certain cases the furnishing of the information required may involve some trouble on the part of Companies, your Committee cannot recommend that the amendments indicated above should be entertained by the Board of Trade.

Your Committee, however, suggest one amendment which might be made without endangering the essential requirements of the Registration of Business Names Act, viz., the omission or modification of the words "the usual residence" in Section 3 (d).

Section 6 of the Act requires notice of any change in the registered particulars, and thus it is necessary for firms to notify every change of residence of each partner and director.

Your Committee are of the opinion that the important address for registration is that of the firm or company, and that even if it is thought necessary in the first instance to require particulars of "the usual residence" any change need not be registered.

The point becomes important when it is remembered that apart from the penalties for default imposed by Section 7 of the Act of 1916 the Contract rights of a defaulter become unenforceable under Section 8 of that Act.

Your Committee recommend that a communication on the lines of this Report be sent to the Association of British Chambers of Commerce for communication to the Board of Trade.

Committee's Recommendations.

Registration of Business Names Act, 1916.
Companies (Particulars as to Directors) Act, 1917.

That a communication on the lines of this Report be sent to the Association of British Chambers of Commerce for communication to the Board of Trade.

R. A. Pinsent,
Chairman.

Birmingham,
21st January, 1922.

REPORT OF ENGINEERING TRADE SECTION.

Resolved—That the report of the Engineering Trade Section now submitted be received and entered on the minutes.

Report of Engineering Trade Section.

Your Section have to report that the question of assimilating the English Law relating to the rating of machinery to that obtaining in Scotland and Ireland has engaged the attention of the Executive Committee for some considerable time.

As a result of a resolution adopted at the Quarterly Meeting of the Association of British Chambers of Commerce in October last a deputation, including representatives of this Chamber, waited upon the Minister of Health on the 7th December. The Minister, in reply, indicated that he would consider the question of introducing legislation on the subject during the next Session.

The experience of members of the Section in this matter was tabulated for examination by the Sub-Committee appointed, and a summary of the views thus obtained was presented at the meeting of Members of Parliament with representatives of the Chamber, on the 23rd January, your Section being represented by Major Aveling, T. E. Milton and W. F. Higgs. The desire of the manufacturers that the machinery which should be taken into account should be confined to that affixed or attached to the hereditament was represented to the Members of Parliament, and expression was also given to the view that no account should be taken of such machines, tools, or appliances which are so fixed that they can be removed from their place without necessitating the removal of any part of the hereditament.

A Conference has also taken place between the Chairman of the Section and the Superintendent Valuer to the Local Rating Authority as to the position of works whose machinery is not in full time occupation.

T. C. Aveling,
Chairman.

Birmingham,
27th January, 1922.

QUARTERLY MEETING OF THE ASSOCIATION OF BRITISH CHAMBERS OF COMMERCE.

Resolved—That the report by the Secretary on the Quarterly Meeting of the Association of British Chambers of Commerce be received and entered on the minutes.

Quarterly Meeting of the Association of British Chambers of Commerce.

Report of Secretary.

I beg to report that at the Quarterly Meeting of the Association of British Chambers of Commerce, held in London on the 17th January, 1922, your Chamber was represented by Mr. H. C. Field, M.A., J.P. (President of the Chamber), Mr. H. James Yates (Member of Council) and myself. The attendance numbered from 150 to 200.

Your Chamber had two resolutions on the Agenda. The first, which was moved by Mr. H. James Yates, requested the Executive Council to take such steps as might be necessary, including that of co-operation with other commercial bodies, for the purpose of opposing the North Western and Midland Railway

Group (Road Transport) Bill, which proposes to confer power on certain railway companies to provide, own, work and use road vehicles to be drawn or moved by animal power or electrical or any other mechanical power for the purpose of conveying merchandise and passengers and their luggage. The ground of opposition was that it was not in the interests of the commercial and industrial community that railway companies should be empowered to make use of their statutory capital and powers for the purpose of engaging in the business of road transport.

At the annual meeting of the Association, held in March, 1921, a similar resolution was defeated. On the present occasion the resolution was carried by 52 votes to 31. Unfortunately, however, the bye-laws of the Association require a two-thirds majority so that the votes given for the resolution fell short by four.

The second resolution, moved by Mr. H. C. Field, recommended all Chambers of Commerce to contribute to the utmost of their power to the special fund raised to meet the costs incurred and to be incurred in connection with the proceedings before the Railway Rates Advisory Committee and the Rates Tribunal.

Other resolutions passed at the meeting were as follows :—

(1) A resolution condemning Government interference with the industries and commerce of the country.

(2) A resolution in favour of the municipal enfranchisement of limited liability companies.

(3) A resolution in favour of lower postal charges and the restoration of the Sunday collection of letters.

(4) A resolution urging the reappointment of the Select Committee on telephones.

(5) A resolution in favour of an application being made to the Rates Tribunal for a general reduction in railway rates.

(6) A resolution in favour of a longer working day in coal mines.

(7) A resolution urging the adoption of a policy of strict national economy.

(8) A resolution to the effect that the present excessive rate of income tax is a most material hindrance to the recovery of trade.

(9) A resolution urging that Co-operative Societies should be liable to Income Tax and Corporation Profits Tax in the same way as private traders.

(10) A resolution urging the Government still further to improve the Consular Service.

G. Henry Wright,
Secretary.

Birmingham,
26th January, 1922.

REPORT OF THE WORK OF THE LOCAL WAR PENSIONS COMMITTEE & THE BIRMINGHAM CITIZENS' SOCIETY.

Resolved—That the report of the work of the local War Pensions Committee and the Birmingham Citizens' Society for the year 1921, submitted by the Chamber's representatives, Mr. H. Kerry Wingrove and Mr. John Belliss, now submitted, be received and entered on the minutes.

When reporting last year, the Statutory and Non-Statutory work were both being carried on under one Committee, the Birmingham Citizens' Committee, now the two functions are entirely separated. The War Pensions Committee being responsible for the Statutory work, and the Citizens' Society for the non-Statutory, though the latter has not entirely ceased to deal with discharged and de-mobilised men, as it is still the agents in this district for recommending and disbursing of grants under the United Service Fund, the Soldiers and Sailors' Families Association, and the Soldiers and Sailors' Help Society. There are also many individual cases of ex-service men we assist, and do not come within the regulations of the Royal Warrant, though in many cases it is our opinion they should.

The Special Cases Sub-Committee, we are glad to say, has been authorised by the Ministry of Pensions to continue its work of recommending grants for starting ex-service men in small businesses and occupations, its functions have also lately been extended to embrace the finding of situations for a number of the most serious cases of disabled men, and the recommendation or otherwise of the commutation of pensions. Grants to the amount of nearly £9,000 for the placing of men in businesses, and otherwise assisting them, have been distributed during the year by the Committee, and the results of the after care investigation are reported as follows :—

Excellent	8	per cent.
Good	85	,, ,,
Fair	35	,, ,,
Bad	34	,, ,,

At the three Hospitals, Uffculme, Highbury, and Sorrento, we have 310 beds, but extensions have been made at Highbury, which it is expected will be publicly opened next month, this will increase the number of beds to 360. Last year, the total outlay of the Hospitals was about £49,000, irrespective of the cost of limbs which has been very considerable, as the Hospitals form the Orthopædic Centre for Birmingham, and the whole of the five counties of the West Midland Region. The following figures for the nine months ending September 30th, 1921, will give you some idea of the extent of this work :—

In-Patients.	
Number admitted during nine months ..	892
Operations	613
Treatments.	
Electricity and Massage	21,857
Hydro-Therapeutic, Radiant Heat and Parafin Bath	2,313
Psycho-Therapeutic, Re-education and Remedial Exercises	11,183
Workshops for Curative Occupation ..	26,159
Plaster	765
Out-Patients. Attendances.	
Orthopædic Cases	28,468
Treatments	
Orthopædic Cases	57,202
Attendances for Limb—	
Fitting at Uffculme	3,483

During the year we have had to appoint a new Finance Officer and a new Secretary, and in each case our choice has been fully justified by the results, also owing to the separation of the two functions and the fact that Dame Ethel Shakespear found it necessary to resign the position of Honorary Secretary, which she has so long held, we have just lately had to appoint a Secretary for the Citizens' Society, as we failed to find anyone who could spare the great amount of time to carry it on as Honorary Secretary.

Here we should like to pay a tribute to the efficient way in which Dame Ethel Shakespear has carried out the most onerous duties of Hon. Secretary to the Citizens' Committee.

Early in the year, our Hon. Treasurer, Sir Norris Foster, was taken ill and had to undergo a serious operation. Your representative, Mr. H. Kerry Wingrove, who was Chairman of the Finance and General Purposes Committee, was asked to carry on during his absence. Unfortunately, Sir Norris's illness continued so long that he had to resign, and Mr. Wingrove has been acting Honorary Treasurer all the year.

Owing to the re-organisation and the centralization which has been taking place through the greater part of the year, and which was practically completed by September 30th, very considerable economy has been effected. In April the number of the staff was 225, that is 169 at the Head Office and 56 at the District Offices. These District Offices have now all been closed down so far as War Pensions work is concerned, and the staff, which now numbers 152, all centred at 161, Corporation Street. The staff expenses have been reduced from £33,000 to £22,000.

There are still 47,000 men on our disablement register. The total disbursements during the year were just over £200,000, and the number of interviews, over one hundred thousand.

During and since the severance of the War Pensions and Citizens' Society, a most important point has arisen as to the ownership of the Register. The Ministry of Pensions having put in a claim to the ownership, owing to the considerable amount they have spent upon its upkeep, during and since the war. Whereas, the Citizens' Society claim that (what we may call the freehold) belongs to them, as it was the property of the City Aid (one of the charitable organisations incorporated in our deeds of association) for twenty years or more, before the Citizens' Committee came into existence. This register we hold to be a most valuable asset to the city, and should, we contend, be recognised by the Municipality by some form of contribution towards its upkeep, as it is almost invariably largely used by any organisation in the city which is distributing funds or kind, as for instance, the Lord Mayor's Boot and Clothing Fund, the *Birmingham Mail* Fund, etc. Negotiation between the Citizens' Society, the War Pensions, and the City Council are taking place upon this point.

Although on the whole, we think that the severance of the Statutory from the Civil work will be of benefit in the long run, it has its disadvantages in :—

(*a*) That in taking so many of the ex-service men out of touch with the voluntary worker, it will place him, to a certain extent, outside what we may call the sympathy of the human touch, and put him more under the cast iron rules of a Government department, and

(*b*) That it will make a much greater demand upon the time and increase the work of those who elect to continue their activities with both phases of the work, as it will, in such cases, mean sitting upon two Committees instead of one.

As you will gather from the foregoing, the Citizens' Society is now entirely separate from the War Pensions, and in view of the important work it undertakes for the City, it should receive far more financial support than it does, as it has only about 600 permanent subscribers out of a population of nearly 900,000. We therefore appeal to every Member of this Chamber, who possibly can, and especially to the Members of the Council, to become annual subscribers.

We feel this to be of such great importance to the community that we desire strongly to recommend that the General Purposes Committee be asked to consider the steps which might be adopted to enlist the financial support of the individual Members of the Chamber.

H. KERRY WINGROVE.
JOHN BELLISS.

January 25th, 1922.

New Members.

Resolved—That the following be, and are hereby elected Members of the Chamber :—

Alliance Transportation Co., Ltd., 78, High Street, Birmingham, shipping agents.

F. W. Anderson, Driffold, Sutton Coldfield, architect and surveyor.

Bath & Simpson, Ltd., 30, Spencer Street, Birmingham, electro plate manufacturer.

Percival Bishop, Allandale, Waverley Road, Kenilworth, accountant.

British Brass Fittings, Ltd., 100, Moorsom Street, Birmingham, gas, water, electrical ships and tramway fittings and accessories.

Clayton, Son & Co., Ltd., Moor End Works, Hunslet, Leeds, gas and constructional engineers.

Harry Herbert Crump, 2, Frederick Road, Edgbaston, Birmingham, builder and contractor.

Maurice Arthur Dennis, 206, Alcester Road South, Birmingham, specialist in advertising.

Frederick William Finnemore, 122, Colmore Row, Birmingham, chartered accountant.

John Philip Green, Norwich Union Chambers, Birmingham, insurance.

Frank Long & Lloyd, Ltd., 39, Corporation Street, Birmingham, factors and manufacturer's agents.

W. G. Macnamara, Ltd., Ludgate Works, Aston Brook Street, Birmingham, engravers.

The Midland Garage, 7, Broad Street, Birmingham, motor agents.

William Arthur Moore, 2, Newhall Street, Birmingham, member of Birmingham Stock Exchange.

Wilfred S. J. Moore, 104, Anderton Park Road, Moseley, Birmingham, accountant.

Norman Reginald Nichols, 334, Hagley Road, Edgbaston, Birmingham, accountant.
Norton Motors, Ltd., Bracebridge Street, Birmingham, motor cycle manufacturers.
Samuel Fletcher Swift, 200, Alcester Street, Deritend, Birmingham, building contractor.
George Henry Eaton, 150, Tettenhall Road, Wolverhampton, manufacturer's agent.
J. Homer & Sons, 248, Gt. King Street, Birmingham, motor haulage contractor.

Birmingham and Midland Industrial and Commercial Efficiency Exhibition.

In the autumn of 1920, the Birmingham Chamber of Commerce organised a Business Efficiency Exhibition, at the close of which a large and fully representative meeting of Exhibitors passed unanimously a resolution of thanks to the Chamber for the able manner in which the Exhibition had been organised and conducted, and requesting the Chamber to make such an Exhibition an annual event. In the natural order of things, a second Exhibition would have been held in 1921, but national and international commercial, industrial, financial, and economic conditions were so uncertain, that the second Exhibition was deferred.

It has now been arranged to hold an Industrial and Commercial Efficiency Exhibition in Bingley Hall, Birmingham, from May 25th to June 3rd, 1922, and to incorporate with this the Exhibition of the Institute of Industrial Art. The scope of the Exhibition held in 1920 will be considerably widened as will be evident from the following classification :—

Office.— Furniture and Fittings, Lighting, "In Sight" Systems, Tabulating Machines, Safes, Typewriters, Calculating Machines, Duplicating Machines and Appliances, Addressing Machines, Copying Methods, Card Index Systems, Telephones, Intercommunications, Stationery and Printing, Maps, Bookkeeping and Billing Machines, Cheque Machines, Envelope Stamping and Sealing Machines, Accounting Devices, Systems, Stores Organisation, Wages Analysis, Mechanical Aids, General Insurance.

Works.—National Health and Unemployment Insurance Matters, Co-partnership Systems, Factory Lay-outs, Ventilation, Lighting and Heating, Hygiene, Sanitary Fittings, Progress, Production, Labour-Saving Devices and Machinery, Checking, Internal Transport Trucks and Vehicles, Time Recorders, Wages Systems, Modern Constructional Methods, Stencil Machines, Time Stamps.

Welfare.—Canteens, Equipment, Sports and Recreation Organisation, Social Clubs, Gymnasia, First Aid, Ambulance, Medical Supervision, Housing, Allotments, Industrial Safety Devices, Fire Appliances and Escapes.

Publicity Sales. — Publicity Service, Advertising Schemes and Lay-outs, Catalogue Productions, Printing, Stationery, Trade Journals, Export Publications, Territory Maps, Intelligence Department, Postal Campaigns, Cinematograph Films, Sales Systems and Organisation, Campaign Plans, Show Room Fittings, Shop Fittings, Show Room Lay-outs, Lighting Devices, Computing Scales, Money Paying and Changing Machines, Cardboard Boxes, Containers, etc.

Smoke Abatement.—Smokeless Fuels, Smokeless Stoves, Fuel Economisers, Smoke Consuming Appliances, Gas, Electric and Oil Lighting, Cooking and Heating.

Roads and Transport. — Mechanically-propelled Vehicles, Tradesmen's Carriers, Handling and Loading Apparatus, Transport Organisation, Siding Lay-outs, Railway Rates Checking Systems, Conveyors, Freight Insurance, Packing Materials and Devices, Road-making Materials, Dust-reducing Preparations, Non-skid Surfaces.

It will be seen that this classification is comprehensive of all those factors which enter into Efficiency. The world to-day is in a state of chaos, and every commercial and industrial country is striving to emerge from the depressing conditions which surround it.

From reports which reach us, it is absolutely clear that our foreign competitors throughout the world are using their best endeavours to improve the efficiency not only of their own methods of production, but also of the organisation of their offices and factories. In a word, "Efficiency" is the key note. The aim of every commercial man is to be efficient in all things, and the aim of the Exhibition is to show all the latest aids to efficiency. There are pessimists amongst us, but we are optimistic enough to believe quite confidently that British manufacturers and traders will not be behind their foreign competitors in fighting their way out of the present position.

On the occasion of the last Exhibition there were 50,000 bona-fide trade visitors. There were no bands and side-shows, so that there was no inducement to the general public to attend. The same conditions will prevail on this occasion. Business is the sole object of the Exhibition, and the only addition to the Exhibits will be such aids as are to be found in the illustration by cinematograph of industrial processes, organisation, equipment, and manufacture. There will, however, be a series of lectures by experts on Industrial and Commercial Efficiency, which it is certain will prove most helpful to those who attend the Exhibition.

Applications for space should be sent in at once to the General Manager, Industrial & Commercial Efficiency Exhibition, Chamber of Commerce, 95, New Street, Birmingham, from whom the necessary forms can be obtained.

International Foundry Trades Exhibition.

The art and science of moulding represent one of the corner stones upon which the edifice of Engineering and the Engineering trade rests. In biblical history Tubal Cain is mentioned as "an instructor of every artificer in brass and iron," and this serves to show the ancient character of the industry to be represented at the International Foundry Trades Exhibition to be held in Bingley Hall, Birmingham, from the 15th to the 24th June, 1922. A technical writer informs us that toward the end of the Stone Age some great unknown discoverer commenced a new era by introducing the making of copper ornaments, probably at first by hammering the copper out of the ore. He also suggests that the first iron used was meteoric, being pieces broken from meteorites and hammered into shape. Many tides, however, have rolled since these days, when there were no railways, no motor vehicles, no aeroplanes, and no telegraphs, and there has been much development in the science and the art of industry. In this development the Foundry Trades have played a noble part, and it is fitting that the very centre of the Foundry industry of the country which is the venue of the Foundrymen's Conference of 1922, should also be the venue of the International Foundry Trades Exhibition. The Exhibition is being organised by the Birmingham Chamber of Commerce in conjunction with the Institute of British Foundrymen and the British Cast Iron Research Association, and with the patronage of the American Foundrymen's Association, the Belgian Association of Foundrymen, the French Association of Foundrymen, and many other English Trade Federations, Associations, Institutes, and Societies.

The object of the Exhibition is to present a comprehensive display of all Equipment appertaining to Foundry Practice and of Foundry Products. The following is a Schedule of the Exhibits to be shown :—

1.—General Foundry Plant.—Cupolas, Electric Furnaces, Annealing Ovens, Furnaces, Gas Producers, Core Ovens, Core Racks, Core Makers' Benches, Sand Sifters, Sand Mixers, Moulding Machines, Core Machines, Tumblers, Grinding Machines, Dust Arresters, Pressure Blowers, Pressure Fans, Turn-Tables, Foundry Cranes, Charging Trucks, Foundry Trucks, Crane Ladles, Truck Ladles, Hand Ladles, Cinder Mills, Moulding Boxes, Flasks, Briquetting Machines, Scrap Machines, Welding Plant, Pneumatic Tools.

2.—Foundry Requisites.—Facings, Shovels, Riddles, Brushes, Core Oil, Binders, Core Rope, Studs, Chaplets, etc., Cupola Tools.

3.—Pattern Making of all kinds.—Wood Machinery, Pattern Making Lathes, Trimmers, Circular Saws, Sand-papering Machines, etc.

4.—Moulding Sands of all kinds.

5.—Laboratory Equipment.—Testing Machines, Pyrometers, etc.

6.—Refractories.—Cupola Linings, Ganister, Bricks, etc.

7.—Die Casting.—Plant, Permanent Moulds, etc.

8.—Combined Exhibits by British Trade Groups, including :—

(*a*) Grey Foundry Work.
(*b*) Malleable Foundry Work.
(*c*) Semi-Steel Exhibits.
(*d*) Cast Iron Rolls.
(*e*) Non-Ferrous Foundry.
(*f*) Steel Castings.

9.—Raw Materials and Fuel.—Pig Iron, Alloys, Scrap, etc.

10.—Transport and Handling Appliances.

11.—Finished Goods (British only).—cast iron—Architectural Ironwork, Baths, Centrifugal Castings, Coal Vases, Fenders, Fire Dogs, Fire Irons, Gas and Electric Fittings, Gates and Railings, Gas and Oil Stoves, Hollowware (Enamelled and Tinned), Motor Car Castings, Pipes and Fittings, Rain Water Goods, Ranges, Stoves, Fire Grates, Registers, Mantels, Sad Irons, Sanitary Castings, Tables (parts for), Umbrella Stands, Waterworks Castings. steel—Steel Castings. non-ferrous.—Die Castings, Aluminium Castings, General Castings, Alloys, Die Casting Plant.
(The above exhibits must not consist of more than 25 per cent. of finished goods).

12.—Complete Foundry, with modern equipment.

13.—Technical Educational Institutions, Associations and Publications, Trade Press Publications.

14.—Competition for Core Making, Moulding, Pattern Making, etc.

15.—Historical and Statistical Exhibits (Honorary).

16.—Foundry, Office and Works Organisation Requisites.

17.—Technical Lectures and Papers by various Technical Societies.

18.—Publicity and Propaganda, including Cinema Demonstration.

The Exhibition has created a considerable amount of interest in America, France, Belgium, Sweden and other countries whose manufacturers are pressing for space in this unique display. The space available is necessarily limited and as a growing demand is being experienced, manufacturers desiring to exhibit

will be consulting their own and the Chamber's convenience by making an early application to the Birmingham Chamber of Commerce. Applications should be addressed to the General Manager, International Foundry Trades Exhibition, Chamber of Commerce, 95, New Street, Birmingham.

The Navy and the Nation.

(Contributed.)

This article is a plea for a subject of the greatest national importance, and one which closely affects our commercial prosperity. The Sea Service should be, but unfortunately is not, the chief pride of Britain. Upon the Sea Service she should delight to lavish care and bounty, for it is largely upon the maintenance and development of our sea carrying trade that the expansion and continued prosperity of commercial enterprise depends.

Interest in our Sea Service certainly exists, especially in war time when our very existence depends upon the ability of our seamen to "keep the seas" and to ensure that our trade routes are kept open. But interest only is not everything.

Considerable discussion is being evoked at the time of writing over the Washington Conference, and the limitation of naval armaments. There are many who feel we are perhaps sacrificing our most glorious heritage—The Command of the Sea—"Ironmongery" and the discussion thereof holds the attention—That is to say, warships are deemed of greater importance than the factor which counts for most of all—Men. And all argument is based on ships and their fighting power, rather than on personnel.

We are a strange people with short memories, for if there is one lesson which should have been taken to heart as a result of the late war, it is, that it was *not* the ships, or the guns, which brought victory, but rather was it the MEN BEHIND THE GUNS, the human element, which after all is the greatest factor; for you may build a ship in three months, but you cannot train a sailor except by years of arduous and ofttimes dangerous experience. The old days of the "wind jammer" may have passed away, but there is need of seamanship with steam as with sail. Our maritime supremacy must always depend in the future therefore as in the past on the qualities which are possessed by the seamen of no other nation but our own—the courage, constancy and cheer of the British Sailor, but we must also bear in mind that we must see the supply is always kept up and the personnel trained and ready should war ever unfortunately happen again. Our "SURE SHIELD" will always be the MEN, and especially would I urge the men of the Merchant Navy. The Royal Navy was evolved from the Merchant Navy. Slowly through the years was the maritime power of Britain welded together by the unconscious strivings of her Mariners. Those who will may study the records, and no more absorbing story can be told. During the nineteenth century England became the first industrial nation, and acquired half the sea carrying trade of the world, and when war came, the ships of Britain's Mercantile Marine were in number not far below all those of the next nine shipping countries put together. The number of ships of the British Merchant Navy numbered 11,287, and those of the next nine powers (including Japanese sailing ships) was approximately 14,402. But here is a sad fact and one which must be a blow to our national pride. Of the men who manned them more than one-third were foreigners!

The actual number of foreign seamen employed in British ships in 1914 was as follows: Foreigners, 31,396, Lascars and Asiatics 51,316. There can, of course, be no objection to the latter when they are British subjects, as many were, but of the thirty odd thousand foreigners, many were a *grave source of danger and weakness during the war.* The number of foreigners at present employed is of course considerably less, but there can be no question to those who are concerned about our maritime power that the time has come when our national pride demands that our ships should be manned by British sailors.

Now, what of the future. Are we to go on in the same old way, forgetting most things and learning nothing? What is being done to ensure the supply of British seamen for our British ships? So far as the Merchant Navy is concerned very little is being done in this direction by voluntary effort to train British lads for British ships. Some few years since, indeed, a Committee was appointed by the Government to report upon a scheme of sea training for our boys, but if I am not mistaken that report, with its valuable conclusions, has been relegated to a pigeon hole and there the matter still rests. One of the findings of that Committee was that if the foreigner was eliminated from our British ships, it was estimated that there would be need for some ten thousand lads to be trained annually for the sea. It is certainly an anomaly that whilst a very large sum is being expended to educate our lads to become clerks and workmen, often placing them upon an overcrowded labour market, little if any support is being given towards the sea education of the thousands of lads all over the country who have the call of the sea in their very blood. These lads finding they cannot have their natural ambition gratified more often than not turn to blind alley jobs and are thus lost to the service that will want them later on. At a time when there is such widespread unemployment this is a matter which should receive earnest consideration for the sake of the future.

At present the facilities for the sea training of the boy of the middle class are very limited. Some voluntary organisations are doing their best in a very patriotic and earnest way to give practical training and to place lads on ships, and I would instance the work of the British and Foreign Sailors' Society in this direction at the Prince of Wales Sea Training Hostel at Limehouse. The Society has several Sea Training units in the United Kingdom and Ireland for those boys who desire to take up a sea career. After a period in one of these Units the lads who so desire are drafted to the Prince of Wales' Hostel for training, where they are maintained

at the Society's expense. This special course lasts about three months, after which the boys are placed on good ships under the personal supervision of the Officers, and being enrolled in the International Sailors' Brotherhood, contact is kept with them through their sea career by means of the Society's Missionaries and Agents in all the large ports of the world. On completion of their first four years at sea, such of them as show promise of the qualities required in an officer may join the Society's Own King Edward VII. Nautical School, where they can study for their Board of Trade certificates. Already a large number of lads have passed through the Hostel and are now at sea with good shipping companies. Very favourable reports are constantly coming to the Hostel from the Captains and officers, who speak in the highest terms of the way these boys have been trained and their general behaviour on board. In training these British boys for British ships, the Society attaches great importance to the religious and moral side also, especially in character training.

Until the Government and particularly the Education Department deal with this important matter as it ought to be dealt with, it is urged that every support should be given to organisations such as the British and Foreign Sailors' Society, who by their patriotic efforts are meeting the demand of BRITISH MEN FOR BRITISH SHIPS.

German Competition. Views from America.

We have much pleasure in quoting below extracts from a letter received in December last by a member of the Chamber from a business friend (a manufacturer) in America :—

"The German competition was, to say the least, annoying, and after looking the situation over it was decided to take a sample of our . . . . . to Germany and get a proposition from a German manufacturer to make 5,000 of them, which could be shipped either to New York or direct to our clients. As our price was $3.80 at New York, and the German price 149 marks or about 80c., there was rather a wide margin between the two prices.

"Although I only had four days in Germany, and one of these was Sunday, I got busy with mail and telegraph, and the best price I could get was from the . . . . . of $4.50 delivered at Hamburg. This price was made to a large exporter, and without any reference to this company. The enquiry was made for 5.000 mills to be made from patterns to be furnished by the purchaser, but to be similar to the . . . . . and the price was based on the new patterns not being any more complicated or difficult to make than those of the . . . . .

"During the time that elapsed between my visit in October and the one in November the German manufacturers suddenly awoke to the fact that they were consuming their raw material, which could not be replaced except at decidedly higher prices, and that in a short time Germany would be bare of goods in her warehouses and stores, and domestic prices would have to be greatly advanced. The policy is to keep down domestic prices, but advance all export prices. The advances during the past six weeks have been running 300 and 400 per cent., and in some cases as high as 1,200 per cent. over prices prevailing two months ago.

"Such ware as enamelled-ware, linoleums, and many lines of leather goods, the factories are from two months to two years behind, and it does not matter what prices are made on enamelled ware, reasonable deliveries are impossible. It makes no difference how low the quotation on enamelled ware if the buyer is unable to obtain delivery, and this may explain why you are getting business on this line as well as on others at higher prices than the Germans quote.

"The expense of doing business in Germany for export has become quite a burden, as the manufacturer and dealers must pay all expenses of the Government. The average amount of taxes paid for each man, woman or child, in Germany is $20.00 per year, while in England it amounts to $120.00 per year, but the special taxes on manufacturers who are doing an export business are very heavy. The 26% export tax is only a small part of the expense.

"German competition will not be so serious from now on, for two reasons. One, the difficulty of obtaining raw material and the scarcity of it, and, the fact that they are so far behind with their orders that buyers cannot possibly wait for delivery.

"On my first visit to Germany I received such a shock that it seemed as if we would never be able to do any business on . . . . as meeting the German price was out of the question, but on my second visit the situation seemed to have cleared up, and, with the increase in wages, the price of raw material, expense of doing export business, and the delays in filling orders, will give us but little concern in that direction.

The Germans are undoubtedly busy and very industrious, but spending money like drunken sailors. It is almost impossible to get into a hotel, cafe or theatre in Berlin or any of the principal cities. The poor, of course, have a hard time as they do in all countries, but there seems to be plenty of money and no disposition to hold on to it, but put it into circulation.

"People having a fixed income like rents and investments are in sad way as they must part with what portable property they have from time to time to pay expenses. Everything in Germany seems to be upside down and morally they have gone entirely to the bad. The reaction of the War has had the effect of causing them to get extremes in every direction.

"I am glad to have had the two trips so close together as the conditions were entirely opposite, and to have had only one trip would have given a wrong impression. Business here amounts to but very little, and will be even less until after the first of the year when inventories will be taken and a fresh start made. There is no firmness in the prices of iron and steel, and matters are likely to drag along until another crop is harvested next year. Our sales this year run about one-third of what they were in 1920, and our overhead expenses have been most consuming, and there will be but little chance

for any margin of profit. So long as we can keep our organisation intact and have no creditors to "pinch" us we should not worry.

"I would have liked to have had a chance to stop in England for a few days and run out to see you, but was afraid that I would not reach home by Christmas. However, I hope to run over in the spring and not be so rushed but what I can have an extra hour to visit with you.

"We have recently had some orders for . . . . . from along the Southern border of Texas, but practically no orders for Mexico, Central & South America. Brazil is picking up a little bit, but, of course, the big German houses are sending everything they can to Germany. The products of these countries going to New York and their orders for such goods as they need going to Germany to be paid out of this credit.

It is difficult to get any angle on German prices or methods as they change almost from day to day, and they are made without any logical reason. Railway fares are ridiculously low. It is 178 miles from Berlin to Hamburg, and the old rate was 24 marks, or about $6.00, while the new rate is 194 marks or about 80c.

As already stated, the scarcity of raw material, the heavy taxes on manufacturers and exporters, and the delay in filling orders will bring matters around so that German competition will be no more serious than it was before the War.

Hague Rules, 1921.

Dr. W. R. Bisschop, Hon. Secretary of the Maritime Law Committee of the International Law Association, has recently circularised the following Memorandum :—

In its detailed survey of the Hague Rules the Memorandum issued by the National Federation of Corn Trade Associations not only attacks provisions which, for obvious reasons, deviate from those of the Canadian Water Carriage of Goods Act, 1910, but even such as verbally coincide with those contained in that Act, and as to which the Canadian Act—in common with other legislation—has simply enacted customs of Maritime trade.

It may be confidently asserted that the Hague Rules are from the shipper's point of view an improvement upon the Canadian Act for the following reasons :—

1. The Hague Rules are intended for international purposes. The Canadian Act only applies to Canadian coastal shipping and to ships which are engaged in the export trade from Canada.

2. The Hague Rules are a code in themselves, applicable in every part of the world.

The Canadian Act can only be interpreted by reference to English common law on which it is based. The same would be the case with Imperial legislation in accordance with the Report of the Imperial Shipping Committee.

3. The Hague Rules create a contractual relationship between the shipowner and the owner of cargo and need no penal clause to sanction their enforcement, as they may be sued upon in any part of the world.

4. The Hague Rules only apply to the carrier's liability for the sea carriage of goods; as there is only one sea the same code should apply to all seaborne commerce.

Neither the Canadian Act nor the Hague Rules regulate the liabilities of ship-owners in their dealings as warehousemen or wharfingers, such liabilities being subject to the local laws prevailing at any port of call.

5. The Hague Rules apply to all goods except live animals and cargo carried on deck.

The Canadian Act excludes from its application, besides live animals, the whole of the timber trade (wood goods).

6. The Canadian Act does not contain any provisions for exceptional cases such as *experimental* shipments (when ordinary conditions do not apply) and consignments by the shipper to his own agent when the rights of third parties are not concerned.

The Imperial Shipping Committee realised this omission and advocated the creation of a departmental body to decide what exceptional cases would allow a deviation from legislative measures.

Recognising the impossibility of internationally creating such a body the Hague Rules adhere to the principle of freedom of contract and provide for cases of an exceptional kind in such a manner that the nature of the exceptional transaction must be obvious to bankers and other third parties.

7. The Canadian Act limits the liability of the shipowner for damage to, or loss of goods, if the value thereof has not been stated in the bill of lading, to one hundred dollars per package.

The Hague Rules raises that limit to one hundred pounds per package or per unit.

8. The liabilities of the shipowner are greater under the Hague Rules than under the Canadian Act.

In the Canadian Act no liabilities of the ship owner are set out. There is only a negative provision that a bill of lading or similar document of title shall not relieve the owner, charterer, or master of any ship, or the ship itself, from certain liabilities nor the master, officers, agents, or servants of any ship from certain obligations.

The Hague Rules on the other hand, contain one positive provision, irrespective of a bill of lading, imposing upon the carrier the duty to provide for, that is to say to see to, the proper and careful handling, loading, stowage, carriage, custody, care and unloading of the goods carried. This provision is very wide. It involves responsibility of the carrier for any improper or careless handling, loading, stowage, etc., by whomsoever it may have been caused—whether master, officer, agent, or servant of the ship—as well as the liability for loss or damage to goods caused by negligence, fault, or failure in any of these acts.

As this is a positive obligation, the exemptions of the carrier from navigation and certain other risks is subject to this paramount duty. Moreover,

neither the carrier nor the ship is exempted from responsibility unless loss or damage arises or results from any cause which arises without the fault or neglect of agents, servants, or employees.

It is not possible within the limits of this document to deal *seratim* with the whole of the objections to the Rules set forth in the Memorandum of the National Federation of Corn Trade Associations. A reply to these objections was prepared and appeared in Lloyd's List of Wednesday, 11th January, 1922. Copies of that reply can be obtained from the Committee at the above address.

It may, however, be noted that there is not a single word in the Federation's Memorandum pointing out, or even alluding to, the great benefit which the Rules confer upon shippers. They are that, under all bills of lading issued under the Rules, the shippers will have the following advantages which under the common forms of bills of lading at present in use, they do not possess, viz. :—

1. That the liabilities and responsibilities of shipowners are set out in clear language in a self-contained code of regulations.

2. That such regulations will be uniform all the world over.

3. That the code will apply to all carriage of goods, whether in the case of imports or exports.

4. That shippers will no longer be exposed to the risk of falling between two stools as between shipowners and underwriters.

The Rules enables shippers and/or bankers to receive insurance policies covering all the risks attaching to shippers instead of, as in some instances at present, there being a difference between shippers' risks and those covered by the ordinary policy.

5. That shippers are enabled to recover full compensation for damage or loss up to £100 per package or unit, instead of a small nominal amount as heretofore.

6. That the simplification of the existing bill of lading provided by the adoption of the Hague Rules enables bankers to handle and negotiate documents with greater facility and confidence to the general advantage of the trading community.

The Hague Rules thus confer a great benefit on general merchants without in any way interfering with special conditions which importers of full or bulk cargoes have been able to secure for themselves in the open market.

Japanese Commercial Mission.

Motor Cars and Motor Vehicles and Machine Tools.

At the Business Conference, held at the Chamber of Commerce, during the visit of the Japanese Industrial Mission, on the 5th January, 1922, Mr. C. Kadono, Vice-President of Messrs. Okura & Co., of London, and Japan, delivered an interesting speech, which we quote below *in extenso* :—

"We were shown through several Motor Car Works yesterday and to-day, which were very interesting to us. As this is one of your important industries, I will give you some points about our roads and cars used in Japan. There are about 12,000 cars in Japan, passengers and lorries together, some 4,000 of which are in Tokio, Japan's capital. All country roads are gravel roads, but as the traffic is light, the condition is generally good for motoring, although in some cases, the widths are not quite enough. But streets in larger cities are not paved and are too narrow. Streets in Tokio are no credit to us. Part of its principal street is paved, but it is only an insignificant part of streets. Tokio is a large city of 12 miles by 12 miles, and to pave its streets is not an easy matter, and it will be some long years before we can hope for it. Some Tokio street is nicknamed 'Northern French Battlefield,' as it is full of shell holes. Road surface being rough, the wheel base of a car should not be too short ; but it cannot be long as they are narrow in most places. I should say that about 9ft. 6ins, would be right base, taking the two considerations into account. This means a small car. There is another point to take into consideration, viz., the License for a car in Tokio. It is very heavy, almost prohibitive. This tends for the demand of a low power car. I have seen some expensive high-class English cars exported to Japan, but they are for rich men. I am sorry to say that we have not got so many of them. Cars for that market must be cheap. Of 12,000 cars, a very small percentage is British made, chiefly on account of the price, and also on account of the war, during which you could not export any, and other cars came in meanwhile. This war was very unfortunate for you.

"I do not think that Motor Car industry can be very promising in Japan. The demand will not be very big, and I rather think the assembling work instead may pay better. We had the experience in bicycle assembling in Japan. They import parts and assemble them. The cheapest bicycle was sold at about £3 10s. before the war, but this now costs about £3 10s. to £7, as all prices have gone up. Motor Lorries may have a greater future in Japan then passenger cars. It might be worth your attention for an assembling works for motor lorries.

"I now come to the next item—machine tools. Japan must go into industrialism, whether she likes it or not. She must earn her food by going into manufacturing, and this being so, I should think machine tools, rather light kind to medium weight, would be in demand as we go on. I have been in the business of importing machinery, iron and steel into Japan, and I find that the import of machine tools is very steady, and it is growing. As we have to make our living by manufacturing all kinds of merchandise for export (chiefly in the Far Eastern markets) the demand for tools is only natural, as they are the base or foundation of all lines of manufacturing. In Japan there are several tool makers, such names as Ikegai Iron Works, Karatsu Iron Works, etc., well known to some of you.

They make good tools ; but as the demand is not big, and they cannot attempt to make all kinds of sizes with decent costs, we would be coming to you for tools made abroad. During the busy and prosperous years of 1916-1919, many tools were bought by our shipyards,

but the prospect of a further growth of our shipbuilding industry is not in sight, especially now. I therefore think that Japan demand for tools will be more for a light class."

Quarterly Meeting of the Association of British Chambers of Commerce.

The quarterly meeting of the Association of British Chambers of Commerce was held at the Hotel Victoria, London, on Tuesday, the 17th January. In the absence of Sir Arthur Shirley Benn, K.B.E., M.P. (President), Mr. Arthur Balfour, J.P. (deputy President), presided. The representatives of the Birmingham Chamber present were :—Mr. H. C. Field, M.A., J.P. (President), Mr. H. James Yates, and the Secretary (Mr. G. Henry Wright).

The resolutions passed were as follows :—

Home Affairs and Transport.

1. *Government Interference With Industry* (*Exeter*).—That this Chamber strongly condemns the policy of Government interference with the Industries and Commerce of the country, whether by Controls, Licenses, or Departmental Orders, as being gravely detrimental to the general interests of the nation.

2. *Municipal Enfranchisement of Limited Liability Companies and Corporations* (*London and Warrington*).—That having regard to the enormous increase in local taxation and the growing tendency to convert private firms into limited liability companies, this Association is of opinion that renewed efforts should be made to provide for the municipal enfranchisement of mercantile companies and corporations which at present have no voting powers in the election of representatives on local bodies or any right to direct representation thereon, and further requests the Executive Council of the Association to consider the question of introducing adequate legislation having for its object the removal of these disabilities.

3. *Postal Charges and Sunday Collection of Letters* (*Executive Council, Lincoln and Sheffield*).—This Association is of the opinion that one of the steps which might be taken towards securing facilities for Commerce and Industry is the early reduction of Postal Charges, and urges the Postmaster-General to carry out the views of the Association at the earliest possible moment with a view to rendering the Postal Services more popular, as the use of the Postal Services is now being greatly curtailed and the development of commerce hindered by the high charges at present imposed.

That this meeting is of opinion that, owing to the handicap imposed on British commerce by the increase of postcard postage to three halfpence, the Postmaster-General should be strongly urged, in the interests of his Department's revenue, as well as of the trade of the country, to take early steps to restore postcard postage to the previous rate of one penny.

That this Association, recognising that the withdrawal of the Sunday collection and despatch of letters is resulting in general and serious delays in postal services during the week-ends, that such delays are a serious handicap to business and the revival of trade, that it is incumbent on the Postal Department to give an efficient and businesslike service to the public in return for its monopoly, urges upon the Postmaster-General the reinstatement of the Sunday collection, and despatch of letters throughout the country, and if thought desirable, that arrangements be made for a deputation from the Association to the Postmaster-General on the matter.

4. *Telephone Service* (*Newcastle-upon-Tyne*).—The Association of British Chambers of Commerce desire to again draw the attention of His Majesty's Government to the unsatisfactory Telephone Service, and urges that the Select Committee on the Telephone Service should be reappointed and complete its Report at the earliest possible moment.

5. *Railway Companies and Road Transport* (*Birmingham and Preston*).—That the Executive Council be requested to take such steps as may be necessary, including that of co-operation with other commercial bodies, for the purpose of securing that Clause 4 of the North Western and Midland Railway Group (Road Transport) Bill, which proposes to confer power on certain Railway Companies to provide, own, work and use road vehicles to be drawn or moved by animal power or electrical or any other mechanical power, for the purpose of conveying merchandise and passengers and their luggage shall be opposed before Parliamentary Committee on the ground (*inter alia*) that it is not in the interests of the Commercial and Industrial Community that Railway Companies should be empowered to make use of their statutory railway capital and powers for the purpose of engaging in the business of Road Ttansport.

(This resolution was passed by 52-31.)

6. *Rates Advisory Committee and Rates Tribunal* (*Birmingham*).—That having regard to the very considerable amount of work which has been done and the heavy expenses incurred and to be incurred in connection with the Rates Advisory Committee and the Rates Tribunal, set up under the Railways Act, 1921, this meeting earnestly recommends all Chambers of Commerce, and especially those who have not incurred individual expense before the Rates Advisory Committee, to contribute to the utmost of their power to the expenditure which has necessarily been incurred since May, 1920, and which may still have to be incurred by the Association.

7. *Railway Rates* (*Derby*).—This Association is of opinion that the high Railway Rates and charges are contributing to the present depressed state of trade and unemployment, and urges that the Association of British Chambers of Commerce should apply to the Railway Rates Tribunal as soon as it is set up for a general reduction in rates and charges for both goods and passenger services.

8. *Reduction of Railway Rates* (*Ossett*).—That this Association, whilst appreciating the concessions made by the Railway Companies with regard to Coal, Coke, etc., are strongly of opinion that the concessions should

apply to all classes of raw material in order to stimulate production, and thereby ensure an increase of trade throughout the country, which is sorely needed to set the wheels of Industry going.

9 *High Cost of Fuel* (*Derby*).—That this Association is of opinion that the high cost of fuel is largely contributing to the present depressed state of trade and unemployment, and urges that the Mining Industry should for the present at any rate, revert to the eight hours day, and that the Seven Hours' Act be suspended as the economic situation of the country will not support the shorter hours at the present time.

Finance and Taxation.

10. *National Economy and Reductions in Taxation* (*Executive Council, Lincoln, Newcastle and Walsall*).—The Association feels that Industry and Commerce cannot revive and compete with that of other countries unless the burden of taxation is lifted and they are of opinion that the high National Expenditure and excessive taxation are important causes of unemployment. The Meeting urges His Majesty's Government to make public the Report of the Economy Committee at the earliest date possible.

11. *Excessive Income Tax* (*Lincoln*).—That the Government be urged to relieve the Income Tax as much as possible of its present excessive weight, which is one of the most material hindrances to the recovery of trade and to any possibility of the development of commercial enterprise in this country.

12. *Co-operative Societies and Income-Tax* (*London and Sheffield*).—That this Association reaffirms its previously expressed opinion that the continued immunity from taxation under Schedule D enjoyed by Co-operative Societies confers an undue advantage upon one section of traders and, having regard to the extensive commercial and industrial operations now entered into by these bodies urges His Majesty's Government to so amend the law as to render these Societies liable to similar taxation to that imposed upon other companies and individuals engaged in commercial pursuits.

That this Association of British Chambers of Commerce protests against the release of Co-operative Societies from the operation of the Corporation Tax, while it is continued, and urges the Chancellor of the Exchequer to re-impose it in the next Finance Bill.

Foreign and Colonial Affairs.

13. *Consular Service* (*Newcastle-on-Tyne*).—That this Association of British Chambers of Commerce urges upon His Majesty's Government still further to improve the British Consular Service so as to facilitate British trade abroad.

14. *Vote of Thanks to the Chairman.*—That the best thanks of this Quarterly Meeting of the Association of British Chambers of Commerce be and are hereby accorded to Arthur Balfour, Esq., J.P., Deputy President for his conduct in the Chair.

Lord Mayor's Unemployment Boot and Clothing Fund.

The following letter has been addressed to all members of the Chamber in connection with the Lord Mayor's Unemployment Boot and Clothing Fund:—

Unemployment.

Dear Sir(s),—I am desired to inform you that at the last meeting the Council decided that having regard to the present serious depression in trade, the Annual Banquet for this year should be cancelled and that members who would, in other circumstances, have been present, should be invited to subscribe to the Lord Mayor's Unemployment (Boots and Clothing) Fund, the amount which they would have expended if there had been a Banquet, and they had attended.

Had a Chamber Banquet been held, the average cost to each member attending would have been about 26s., and in view of the prevailing distress through Unemployment, the Council feel sure that Members of the Chamber will be glad to contribute in the way suggested.

The Lord Mayor has appealed for a further £20,000 for his fund, and there is no doubt that the distress resulting from unemployment is steadily increasing as individual savings and available funds are being depleted. There are over 3,300 members of our Chamber, only about 4/500 of whom could have attended the Banquet. The Council therefore take this opportunity of appealing to all members of the Chamber, whether they would have attended the Banquet or not, to send me whatever donation they can afford, however small such donation may be.

Cheques in payment of contributions should be made payable to the Birmingham Chamber of Commerce, and crossed "Lord Mayor's Unemployment Fund," and it is requested that they should be forwarded to me.

Yours faithfully,
G. Henry Wright,
Secretary.

To the Members of the Chamber.
26th January, 1922.

Report of the Annual Declared Exports from Birmingham to the U.S.A.

In his report of the annual declared exports from Birmingham to the U.S.A., the American Consul in Birmingham states that the industries of Birmingham, at the beginning of 1921, had gone far toward recovery from the effects of the war, and were approaching their normal status. During the early part of the year exports to America increased steadily, in spite of the unfavourable exchange.

But the entire field of industry was seriously affected by the prolonged coal strike of the spring and summer months, and by other labour troubles. Many factories were closed entirely, and others ran for a long period

on part time. The situation was further complicated by apprehensions on the part of exporters regarding the new tariff bill. Consequently during the third quarter exports fell off considerably. Conditions improved toward the end of the year, but exports are still below the level of the same period in 1920.

The export returns from this Consulate show the effect of the industrial crisis. Exports to the United States in 1921 amounted to $6,522,978 (at the rates of $3.7950 to the Pound Sterling in the first quarter, $3,8750 in the second quarter, $3.6528 in the third quarter, and $3.97117 in the fourth quarter), or $8,390,980 (at the normal rate of $4,8635 to the Pound sterling), as against $10,920,744 (normal rate) in 1920, a decrease of $2,529,755 (normal rate).

The export trade to the Philippines fell off heavily from $207,115 in 1920 to $17,201 in 1921 (normal rate). On the other hand, exports to the Virgin Islands increased slightly, while those to Porto Rico made a decided gain from $41,078 to £64,640.

The majority of Birmingham products are metal manufactures, and consequently exports of these commodities show the chief decreases over last year. Aluminium manufacturers fell from $102,565 to $1,370, Brass Scrap from $788,594 to $364,848, Copper Scrap from $317,487 to $78,169, Iron and Steel Manufactures from $2,154,417 to $1,188,019, Lead Manufactures from $182,698 to $3,266, and exports of Platinum from $77,735 to $3,059. Exports of Automobiles and Parts show a decrease from $113,534 to $59,492, and Machinery manufactures from $110,882 to $3,193.

Other products suffered as well. Glass and Glassware decreased from $541,491 to $201,867, cheap Ready-made Clothing from $125,930 to nothing in 1921, Cotton manufactures from $251,931 to $30,035, and Woollen Yarn from $108,301 to $3,806.

Exports of many commodities, however, remained at about the same level as in the preceding year, while some show a definite increase. Artificial Silk increased from $898,249 to $1,377,868, Fishing Tackle from $22,031 to $139,923, and Nickel exports from $58 to $96,772.

In general trade has borne up well under the difficulties of 1921. With the more favourable rate of exchange exports increased during the last few weeks of the year, and there are indications that they are again approaching their normal condition.

International Labour Conference (League of Nations.)

Decisions.

The third Annual Session of the International Labour Conference created by the Peace Treaty was held in Geneva in October and November, 1921. Delegates were present from the Governments, Employers and Workers of 39 countries. Unanimously, or by overwhelming majorities, the Conference adopted 15 International decisions—7 Draft Conventions and 8 Recommendations—concerning Conditions of Life and Work of Agricultural Labourers, Operative Painters, Seamen and other Workers.

The main Provisions of these Draft Conventions and Recommendations are as follows :—

Draft Conventions.

Work on the Land :

(1) To secure to workers engaged in agriculture the same rights of association and combination as are possessed by other industrial workers, and to repeal any laws restricting such rights in the case of agricultural workers.

(2) To extend Workmen's Compensation Laws to agricultural workers.

(3) To prohibit the employment of children under 14 in agriculture during the hours fixed for school attendance and at all other times if the work would prejudice their attendance at school, subject to special provision being made for juvenile employment in light work, particularly at harvest time, for purposes of practical instruction in agriculture.

Work in the Painting Trade :

(4) To prohibit after November 19, 1927, the use of white lead in the internal painting of buildings, except (under agreed conditions) railway stations and industrial establishments, and, where white lead is not prohibited, to make its use subject to definite precautionary hygienic regulations as from January 1, 1924 ; and to make cases of lead poisoning compulsorily notifiable.

Work in Ships :

(5) To prohibit the employment of lads under 18 as trimmers or stokers in seagoing vessels other than fishing boats, &c., subject to special provision being made for training ships, ships engaged in the coastwise trade of Japan or India (where the minimum age is to be 16), and cases where only lads under 18 are available.

A (6) To prohibit the employment of lads under 18 in any capacity in ships unless they are medically certified to be fit for such work ; and to cause the medical examination to be renewed at least once a year.

ll Industrial Work :

(7) To secure a rest period of at least 24 consecutive hours in every week for all workers in industry, subject to exceptions to be made by Governments after consultation with employers' and workers' organisations and to be reported to the International Labour Office ; and to ensure that, where the rest period is suspended or reduced, compensatory rest is given as far as possible.

Recommendations.

Work on the Land :

(1) That the Governments of the various countries should endeavour to develop vocational agricultural education and to make such education available to agricultural wage-earners.

(2) That the Governments of the various countries should consider measures, suitable to the conditions of their countries, for providing against unemployment among agricultural workers, with special reference to

the working of uncultivated or semi-cultivated land, the adoption of intensive methods, the provision of facilities for land settlement, the improvement of transport systems, the development of supplementary occupations, and the encouragement of co-operative societies of land workers.

(3) That the Governments of the various countries should extend to agricultural workers the systems of insurance against sickness, old age, and similar risks, at present applicable to other classes of workers.

(4) That the Governments of the various countries should take steps to regulate night work in agriculture in such a way that children under 14 may have not less than ten consecutive hours of rest and young persons between 14 and 18 may have not less than nine hours.

(5) That the Governments of the various countries should take steps to regulate night work of women in agriculture in order to secure to them a rest of at least nine hours, consecutive if possible.

(6) That the Governments of the various countries should take measures to ensure the extension to women engaged in agriculture of the provisions relating to maternity protection which were adopted for other women workers under the Washington Convention of 1919, including the right to a period of rest before and after childbirth and to a money benefit during these periods.

(7) That the Governments of the various countries should take measures to regulate the living-in conditions of agricultural workers in the interests of health and morality.

All Commercial Work:

(8) That the Governments of the various countries should take measures to establish a weekly rest-day for all workers in commercial houses, subject to any necessary exceptions.

The Next Step.

Each of the above decisions, under the terms of the Peace Treaty, must be submitted before November 20, 1922 (*in exceptional cases, May* 20, 1923), *to "the authority or authorities within whose competence the matter lies, for the enactment of legislation or other action," in each of the* 54 *countries which are Members of the International Labour organisation.*

It is by this process of international agreement, to be submitted to Governments and Parliaments for consideration with a view to national legislation, that the International Labour Organisation seeks to promote the world-wide establishment of conditions of social justice and humanity, bearing always in mind the fact that "the failure of any nation to adopt humane conditions of labour is an obstacle in the way of other nations which desire to improve the conditions in their own countries."—Peace Treaty, Part XIII, Preamble.)

Mr. Henry Campbell, 64, Basinghall Street, London, E.C.2., has now removed to No. 58, Basinghall Street. Telephone London Wall 960 (*Advert.*)

Canadian Customs, Marking of Goods with Country of Origin.

The High Commissioner for Canada in London has received a cablegram from the Department of Customs, Ottawa, Canada, announcing that the enforcement of the provisions of the Marking of Imported Goods Act has been postponed by Order in Council until the close of the next Session of Parliament.

Registration of Trade Marks in Uruguay.

The following letter has been received from the Association of British Chambers of Commerce:

18th January, 1922.

Dear Sir,—I beg to send you herewith the following letter which I have received from the British Chamber of Commerce in Uruguay.

As I have only one copy of the design I am unable to circulate this, but after reading the letter from Uruguay, if any Chamber is under the impression that infringement of a local mark is being attempted I will be glad to send on the copy of the design which I have to assist further investigation,

Yours faithfully,
R. B. Duxwoody.
Secretary.

(Copy.)

British Chamber of Commerce in Uruguay,
Casilla, No. 465
Montevideo,
15th December, 1921.

Dear Sir,

Trade Mark "Anphitrite."

I beg to attach hereto a cutting from the "Diario Official" of the 13th instant, from which you will note that an attempt is being made by a local firm to register the word "Anphitrite" with design as a trade-mark for the importation of the following articles:—

1. Foods (preserved and dry).
2. Fresh meats, fish, poultry, eggs and game.
3. Fresh or dried fruits and vegetables.
4. Butter, cheese, oils and fats, vinegar, etc.
5. Bread, alimentary pastes.
6. Cakes, biscuits, confectionery, sweetmeats, etc.
7. Tea, coffee and other substances for warm drinks.
8. Wines, cider, beer and alcoholic drinks generally.
9. Mineral and sparkling waters.
10. Edible and comestible grocery, not mentioned above.
11. Alimentary substances for animals.

It occurs to me that the word "Anphitrite" is already in use as a trade-mark at home, and no doubt the firm who have it registered would deem it politic to oppose the attempted registration here, considering that two years are allowed by law to do so.

In order to bring the matter before the notice of our

friends at home, perhaps you would be good enough to circulate the information given above to the different Associated Chambers, and I need hardly say that we shall be only too pleased to assist to the utmost of our power to this end.

I am, dear Sir,
Yours faithfully,
(Signed), H. Schofield,
Secretary.

The Secretary,
Association of British Chambers of Commerce,
14, Queen Anne's Gate, S.W.1

Certificates of Origin for Belgium.

The Birmingham Chamber of Commerce has been informed that the Belgian Government have, pending further consideration, authorised the Belgian Consul General in London to issue certificate of origin where their issue by local Consular officers would be open to objection, owing to the Consular Officer being himself engaged in trade.

Consular Invoices for Peru.

The Board of Trade have recently received from the Commercial Secretary to His Majesty's Legation at Lima, information to the effect that the Peruvian Government have recently amended, by decree, the Consular regulation as to the certification of invoices, and this certification may now be done either at the place where the merchandise is bought, or at the port of shipment, at the option of the parties interested.

Ireland's Trade: Internal and External.

On many occasions we have had reason to point out the erroneousness of the view that, for the most part, the Irish market is a negligible asset. Only blank ignorance could sustain an impression of the kind. Over and over again, official statistics have been quoted to establish the contrary, but still in some quarters the idea persisted, and even yet it is difficult to persuade a section of clever business men that the view is not merely absurd, but that it is based on theories that are altogether outweighed by solid fact.

Here is a short table in which it is demonstrated that the external trade of Ireland is without parallel—that is, in respect to the value of imports and exports per head of the population. Examples cited indicate beyond argument that this trade is far in front of that of any other country:—

Country	Imports. per head. £ s. d.	Exports per head. £ s. d.
Ireland	35 4 4	39 3 5
United Kingdom	31 14 4	17 6 8
France	32 12 8	9 10 11
Holland	34 14 9	17 7 0
Denmark (1917)	18 18 0	17 19 7
Canada (1918)	22 10 7	29 10 3
Australia (1918)	17 11 5	19 15 9
New Zealand	19 12 6	23 1 4
United States	7 5 9	15 2 6

The bulk of our trade is with Great Britain. That is a condition that must remain. Britain is our best customer, just as we are her best customer. But there is room for enterprise as between ourselves and countries farther away if we can have such organisation as will make our wares known and help to cultivate markets where our surplus products are wanted, and where they can be disposed of at the most encouraging rates. Trade is trade, and we are entitled to take and give in all the departments that touch our civilisation and social uplifting.—*The Irish Draper.*

British Chambers of Commerce in Foreign Countries.

The President and Council of the Association of British Chambers of Commerce desire to draw attention to the great desirability of support being widely accorded to British Chambers of Commerce in foreign countries by Firms already members of Chambers in this country, which have trade with those countries in which Chambers are established.

A number of these British Chambers affiliated to the Association do not appear to receive as much support as they should, judging from the importance of British trade interests in the countries in question.

Whilst the Council of the Association believe it to be of much importance that all affiliated Chambers should receive increasing support by new members in this country in particular, they refer the Chambers in Belgium, Constantinople, Marseilles and Vienna.

British Chambers established in foreign countries can play an important part in the development of British foreign trade and the protection of British commercial interests. To carry out their work they must have an adequate membership drawn not only from British traders resident in the countries concerned, but also from firms at home.

International Industries Fair, Barcelona.

The third International Industries Fair of Spain will be held at Barcelona from the 15th to the 25th of March. next, and will be open, as the previous ones, to international trade, and it will therefore offer an opportunity to British manufacturers and merchants exhibiting their goods to secure a substantial share of the foreign trade of Spain.

The Fair will be officially opened by a Cabinet Minister, and judging by the number of enquiries already received at Head Office it will be visited by thousands of actual buyers not only from the nations on the Mediterranean and the near East, but coming also from such distant Spanish speaking countries as South and Central America. Thus the advantages to British Firms exhibiting their products in this Fair are obvious, for Spain is one of the few European countries whose money has not depreciated, but has retained its full purchasing power.

The exhibiting rates are very low indeed and for the sum of 600 pesetas (about £22) one can have a stand of approximately 14 square meters, whilst installations in the open air run about 18s. the square meter. The selection of Barcelona for this great commercial event of Spain is not only due to the fact that Barcelona is the commercial and industrial capital of Spain, but that owing to its fine harbour and unique geographical position in the Mediterranean is of easy access to travellers and goods from all parts of the world.

Further particulars may be obtained on application to the Secretary, Chamber of Commerce, New Street, Birmingham.

Panel of Translators.

It is desired to remind members that, through the instrumentality of a Panel of Translators, the Chamber is in a position to undertake all kinds of commercial and technical translations.

The charges have recently been considerably reduced, and are as follows:—

Into English.

From French	.. ..	10d. per folio
,, German	.. ..	1s. 0d. ,, ,,
,, Spanish	.. ..	1s. 0d. ,, ,,
,, Italian	.. ..	1s. 3d. ,, ,,
,, Spanish, Dutch, Norwegian,		
,, Portuguese, Swedish		1s. 9d. ,, ,,
,, Russian	.. ..	2s. 6d. ,, ,,

From English.

Into French	.. ..	1s. 0d. ,, ,,
,, German	.. ..	1s. 3d. ,, ,,
,, Spanish	.. ..	1s. 3d. ,, ,,
,, Italian	.. ..	1s. 6d. ,, ,,
,, Danish, Dutch, Norwegian,		
,, Portuguese, Swedish		2s. 6d. ,, ,,
,, Russian	.. ..	3s. 0d. ,, ,,

It is, of course, understood that technical work will be quoted for separately.

It is a feature of the Translations Department, that all matter which may be submitted to the Chamber is dealt with in strict confidence, and the Chamber is in a position to execute translations efficiently and with expedition.

Railway Notices.

The attention of members is directed to the additional facilities available to them through the new Transport Section set up in connection with the Chamber. As hitherto, questions of general interest will be undertaken free on behalf of members, but in addition to these it will now be possible to undertake individual assistance in respect of such questions as —

(*a*) The reasonableness of charges and questions of preference.

(*b*) Rates analyses and mileage particulars.

(*c*) Difficulties in connection with claims and disputes.

(*d*) Siding agreements and all questions of rebates.

(*e*) Checking of railway accounts.

(*f*) And special interviews by arrangement.

For exceptional and individual services the Council have fixed the following schedule of charges: —

For the first ¼-hour	.. ..	Free.
Beyond that time	.. .. (Minimum)	10s. per hour. 5s. 0d.
For checking railway accounts		By estimate, in accordance with the work involved.

Parcels Collection in Birmingham.

The Railway and Transport Committee of the Birmingham Chamber of Commerce has, in response to a representation urging an extension of the hours of collection of parcels traffic by passenger service, now received an intimation that the Railway Companies operating in Birmingham have agreed to extend the time of collection of parcels thirty minutes daily from Monday to Friday inclusive.

Charges for Delivery of Motor Cycles, Cycles, etc., in London.

In response to a representation from the Chamber regarding the charges for the delivery of motor cycles, bicyles and side cars, and trailers in London, a reply has been received from the Railway Companies that the following new scale of delivery charges is being put into operation on and from February 1st: —

Motor bicycles, motor tricycles, side-cars or trailers 3s.
Bicycles .. ..1s.

This represents a reduction of thirty-three and a third per cent.

Birmingham Chamber of Commerce Appointments Bureau.

The following particulars of applicants for employment have been forwarded by the Appointments Department, Birmingham. Those marked with an asterisk have been interviewed by the Birmingham Chamber of Commerce Ex-Officers' Panel, and recommended:—

Ex-Private, R. 1.M.C., age 25, single; Secondary and Technical School Education. Language, Hin-

dustani. Has completed a course of day studies at the Birmingham Technical College in general Metallurgy, and has a thorough knowledge of Chemical Analysis and Ferrous and non-ferrous Alloys. Also good practical knowledge of Book-keeping, Commercial correspondence and practical experience of tactful management of Native Labour in India. Desires appointment as Metallurgist. Locality preferred, India or Burma.

Ex-Captain, Middlesex Regt., aged 29, married; educated at Newcastle High School and Birmingham University. Bachelor of Commerce. Certified Colliery Manager, 1st Class Certificate, Surveyor's Certificate. Desires appointment as Junior Inspector of Mines, Assistant Manager of Colliery, or Assistant to Consulting Engineer.

Ex-Midshipman, aged 22, married: educated at King Edward's School, Birmingham. Royal Naval College, Keylam. Languages: German and French. Has received 2½ years' Training course at Birmingham University in Petroleum Mining. Desires an appointment as Drilling Engineer or Geologist.

Ex-Sapper, age 22, single; Secondary and Technical School Education. Several years with large Electrical Construction Works. Desires appointment in Switch Gear Design Office, or Switch Gear Estimating Office.

Ex-Lieut., age 30, married; Council School Education. Desires appointment as Foundry Manager Foreman, in administrative post. Has held posts as Foundry Manager and Foreman, understands foundry work. Holds good references.

**Ex-Lieut.*, age 27, married; Secondary School Education. Elected Associate of the Junior Institution of Engineers. Fair knowledge of French. Good knowledge Steam Engines. Has made special study of Locomotive Design. One year's training in general engineering draughtsmanship at County Technical College, Wednesbury. Appointment desired, Draughtsman or Assistant to Works Manager.

Ex-Lance-Cpl., aged 44, married; Secondary School Education, Two years' apprenticeship to Book-selling and stationery. Toured 4 years as an entertainer. Three years' traveller to a firm of Coal Merchants. One year with firm of Motor Manufacturers, and has received training in the Art of Advertising. Desires appointment as copy-writer, advertising and publicity.

Ex-Capt., aged 35, married; College education. Fluent German and French. Served 3 years' Articled apprenticeship to a Public Analyst. Has studied Chemistry in England and Germany, and has held post of Manager in Chemical Department of a Corporation Gas Works. Desires an appointment as Chemical Engineer.

**Ex-Lieut.*, age 33, married; Elementary School Education. Language: Fluent Spanish. Good knowledge of Motor Engineering and Railway Construction. Desires position as Motor Salesman Demonstrator or Constructional Engineer.

**Ex-Lieut.*, age 27; Public School and University Education. Has been Managing Clerk to a Firm of Chartered Accountants. Received 12 months' commerce course at University. Desires Secretarial position.

**Ex-Lieut.*, age 23, single; Grammar School Education. Previously in business for self as Manufactory Electrician. Desires position as Traveller or Clerical post.

**Ex-Pte.*, age 27, married; Grammar School Education. From 1911 to 1914 was a premium Apprentice on the Lancs. and Yorks. Railway Co. Has good knowledge of Airships and Airship Manufactory, also knowledge of Motor Car Repairs, etc. Desires any suitable appointment.

Trade Inquiries.

(1*a*) Firm of Engineers and Builders' Merchants, resident in Glasgow, are desirous of obtaining agencies for first-class selling lines. Would be open to represent firms other than those interested in the above. References on application.

(2*a*) Agent at Sofia, Bulgaria, is desirous of getting into touch with firms interested in that market. Full details on application.

(3*a*) Franco-American Import and Export Agency, in Paris, representing British manufacturers, or firms desiring to exhibit their goods in Paris, wish to get into touch with firms interested in the proposal. Full list of articles and full details can be seen on application c/o this journal.

(4) Gentleman in Madrid is anxious to represent British manufacturers of pens, erasers and all stationery lines.

(5) Firm in Piræus (Greece) wish to represent manufacturers of cotton, cloth, chemicals and jewellery.

(6) Australian in England will accept agency for hardware, glassware, crockery, stationery and sundries, etc. References, "Aussie, this Journal."

(7) Firm of manufacturers' agents in Johannesburg (Transvaal) are desirous of representing wrought hollow-ware manufacturers, on that market.

(8) Manufacturers' agent, situated in Belfast, is open to represent makers of carriage and cart axles, bolts, nuts and rivets, shipyard quality, galvanized sheets, coach springs and metal window casements. Dublin and south regularly visited.

SPECIAL INQUIRIES.

(1*a*) American leather belting manufacturers and tanners are desirous of appointing an agent in Birmingham and district. Reference, 1*a* this Journal.

(2*a*) Agent wanted by a leading Birmingham hearth furniture house to cover Lancashire, Yorkshire, Cumberland, Westmoreland, Cheshire, N. Wales and Isle of Man. Connection essential. Commission basis. Apply this Journal.

(3*a*) Firm of cheese manufacturers at Nantua are open to appoint an agent for Birmingham and district for the sale of their specialities. Apply this Journal.

Special Supplement.

British Industries Fair (Birmingham), 1922.

at the

Castle Bromwich Aerodrome,

February 27th to March 10th.

The third British Industries Fair, Birmingham, will be opened at Castle Bromwich, on February 27th inst., and will remain open until March 10th.

As is well-known, the Fair is run in conjunction with the British Industries Fair, London, the classification of exhibits in the two Fairs being entirely separate and distinct. In other words, there is no overlapping.

Notwithstanding the complaint that this country is suffering from the serious commercial and industrial depression which is enveloping the world, it is gratifying to note that the forthcoming Fair will be as representative in character as the two previous Fairs. In some respects it will be even more interesting, owing to the enlargement of the scope of the classification. There is every reason to believe that during the Fair, Birmingham will be visited by a considerable number of very important buyers from the Continent and other parts of the world, and if the long expected revival of trade is near at hand, there can be no doubt whatever that the exhibitors will gain material advantage over those who have excused themselves from exhibiting on the ground of bad trade.

We would emphasise what we have said in these columns over and over again, that the best policy of every commercial firm is never to lose a national opportunity of showing their goods, either by advertisement or exhibition. We have also called particular attention to the undeniable fact that one of the periods when it is absolutely essential to advertise with discretion, is when order books are practically empty. The firms who do this are much more likely to be in the limelight when trade returns.

It must not be forgotten that although the world is not buying in a normal way, the best buyers are spending their time in exploring to the full sources of supply.

The British Industries Fair, representing as it does one of the greatest illustrations of the quality and scope of British products, affords a practical demonstration to the commercial world, which enterprising manufacturers value very highly and we do not doubt for a moment that the purpose underlying its organisation will be fully achieved on this, as on previous occasions.

Exhibitors will have the satisfaction of knowing that nothing on their part has been left undone to improve their trade to the extent that it is capable of being improved by exhibiting at a great National Fair. Those who, in their wisdom, have not taken advantage of the opportunity presented by the present Fair, should carefully consider the matter, and for this purpose we would urge them to pay one or more visits to Castle Bromwich during the Fair, for the purpose of seeing for themselves what the authorities are doing with the view to stimulating trade and industry.

The British Industries Fair is in its infancy, but we have no hesitation whatever in saying that it is a National Institution which can properly claim to stand side by side with other National and International Fairs which are held in various parts of the Continent. The aim of the Fair Authorities is solely that of extending the trade of the country. They are a public body constituted by the Municipality and the Chamber of Commerce of Birmingham, and their every effort is directed to ensure the success, not of the Fair only, but also of each individual exhibitor. We commend the Fair to every member of the Chamber, and to every other business man who reads this Journal, and earnestly urge that they should make a point of visiting the Fair between February 22nd and March 10th.

As showing the enormous range of goods covered by the British Industries Fair, we reproduce below the classification of each of the Sections, London and Birmingham :—

LONDON.

Cutlery, silver and electro-plate, jewellery, watches and clocks, hard haberdashery, glassware of all descriptions, china, earthenware and stoneware, paper, stationery and stationers' sundries and office appliances, printing, books, fancy goods, including travelling requisites and tobacconists' sundries, boots and shoes and shoe mercery, leather for the boot and shoe, fancy goods, bookbinding and upholstery trades, brushes and brooms, toys and games, sports goods (including sports clothing), scientific and optical instruments, medical and surgical instruments and appliances, spectacle ware and opticians' supplies, photographic and cinematographic apparatus and requisites, musical instruments, furniture of wood, cane and wicker, bedsteads and bedding, carpets, linoleum, etc., basket-

ware, chemicals, light and heavy, domestic chemical products, drugs and druggists' sundries, perfumery, dyes, foodstuffs (prepared and preserved) and beverages, confectionery (sugar and chocolate), tobacco, cigarettes and cigars.

BIRMINGHAM.

Lighting plant for electricity, gas, oil, etc., cooking stoves and utensils, including aluminium, enamelware, etc., foundry appliances, general hardware, including builder's marine and household ironmongery of all descriptions, general machinery of all descriptions and small tools, mill furnishing, indiarubber goods for industrial and household purposes, motor-cycles and cycles, accessories for motor cars, cycles and aeroplanes, weighing and measuring appliances and instruments, sanitary appliances, paints, colours and varnishes and painters' requisites, railway equipment, metal of all descriptions (excluding precious metals), agricultural and horticultural machinery and implements, mining, colliery and quarrying plant, brewing and distilling plant, metal furniture for house, shop, office, garden and camp use, including bedsteads, building construction, perambulators, mailcarts and push-chairs, saddlery and harness, firearms, fishing rods and tackle, tubes in copper, lead, brass and steel and steam and pipe fittings, architectural and ornamental metal work, including gates and fencing, ropes of steel and hemp, cordage and string.

Reception Bureau.

The Birmingham Chamber of Commerce will be utilised as a Central Reception Bureau, where visitors will be able to obtain all information relating to the Fair, train services, 'bus services, hotel accommodation, etc. A number of directories, Cable Codes and the various Tariff Regulations will also be available.

Executive Offices.

The Executive Offices of the Fair will be situated in the centre of the Fair, adjoining building Aa.

Birmingham Chamber of Commerce.

The Birmingham Chamber of Commerce will have a stand in the Corridor Building AA, which will be available for members and visitors, and officials of the Chamber will be in attendance, and will deal, as far as possible, with any enquiries made. Members of the staff with a knowledge of languages will also be in attendance.

Board of Trade.

The Department of Overseas Trade, Board of Trade, will have an office in Building " A " to the right of the main entrance.

'Bus Service.

There will be a quarter-of-an-hour 'bus service between the Chamber of Commerce to Castle Bromwich.

Train Service.

The following train service between Birmingham New Street Station, and Castle Bromwich, has been arranged :—

Train Service Between Birmingham (New St. Station and Castle Bromwich During Fair.
(*Commencing February 27th and terminating March 10th*, 1922.)

		a.m.	a.m.	a.m.	a.m.	a.m.	a.m.	a.m.
Birmingham	.. dep.	7.15	7.30	7.45	8.7	8.47	9.40	10.20
Castle Bromwich	.. arr.	7.31	7.43	7.58	8.20	8.59	9.52	10.31
		a.m.	a.m.	p.m.	p.m.	p.m.	p.m.	p.m.
Birmingham	.. dep.	10.27	10.35	12.15	1.5	1.10	1.17	2.5
Castle Bromwich	.. arr.	10.41	10.50	12.26	1.19	1.24	1.32	2.16
		p.m.	p.m.	p.m.	p.m.	p.m.	p.m.	p.m.
Birmingham	.. dep.	2.55	3.25	4.0	4.37	5.30	6.0	7.15
Castle Bromwich	.. arr.	3.6	3.38	4.14	4.52	5.43	6.18	7.28
		a.m.	a.m.	a.m.	a.m.	a.m.	a.m.	p.m.	p.m.
Castle Brom.	dep.	8.2	8.18	8.43	9.54	10.43	10.54	12.40	1.29
Birmingham	arr.	8.20	8.40	9.0	10.15	10.58	11.10	12.50	1.45
		p.m.	p.m.	p.m.	p.m.	p.m.	p.m.	p.m.	p.m.
Castle Bromwich	dep.	2.30	3.5	4.28	4.59	5.32	6.15	6.20	7.5
Birmingham	arr.	2.42	3.23	4.38	5.15	5.45	6.27	6.37	7.20

Additional to 15 minutes Motor Bus Service.

Notice to Overseas Buyers.

Overseas buyers are especially invited to acquaint the General Manager or Secretary of the Fair upon their arrival, at the Executive Offices, in order that every facility may be afforded them during their visit. The Council of the Fair would welcome an opportunity of meeting all overseas buyers visiting the Fair, and have pleasure in extending an invitation to such visitors to lunch with the Chairman and other members of the Council.

List of Consuls and Vice-Consuls in Birmingham, 1921.

America (U.S.) : Consul, Wilbur T. Gracie, 111, New Street ; Vice-Consul, Herbert C. Biar, 111, New Street.

Belgium : Consul, Adolph Myers, 95, Charlotte Street.

Bolivia : Consul, George Bryson, New Market Street.

Brazil : Vice-Consul, J. Courtenay Lord, Colonial Buildings, Horse Fair.

Chile : Acting-Consul, E. Courtenay Lord, Colonial Buildings, Horse Fair.

Costa Rica : Consul, J. Norman Hotchkiss, 41, Clement Street.

Columbia : Consul, Walter Shirley, care Messrs. Gotscher & Co., Lionel Street.

Cuba : Consul, Francisco Sanchez y Garcia, King's Court, Colmore Row.

Denmark : Vice-Consul, J. J. Button, 26, Newhall Hill.

Dominicana Republic : Vice-Consul, Howard Robinson, 34, Newhall Hill.

Ecuador : Consul, J. Norman Hotchkiss, 41, Clement Street.

Finland : Vice-Consul, Alfred E. Button, 26, Newhall Hill.

France : Consular Agent, Charles Letel, Chamber of Commerce, New Street.

Greece : Hon. Consul, Walter Phillips, Eyre Street.

Guatemala : Consul, John Hotchkiss, 41, Clement Street.

Haiti : Consul, R. Edward T. Tupper, 17, Newhall Hill.

Honduras : Consul, Philip Cohen, O.B.E., 7, Waterloo Street.

Italy : Consular Agent, E. H. Kanreuther, 66, Parade.

Liberia : Consul, Arthur V. Blakemore, Newton Chambers, Cannon Street.

Mexico : Consul, Gustav Schurhoff, care Messrs. Gotscher & Co., Lionel Street.

Netherlands : Vice-Consul, E. H. Kanreuther, 66, Parade.

NICARAGUA: Consul, J. Hotchkiss, 11, Clement Street.
NORWAY: Vice-Consul, L. T. H. Hiorth, 30, Waterloo Street.
PANAMA: Consul, Fritz Hickinbotham, 297, Broad St.
PARAGUAY: Consul, A. S. Chovil, 38, Summer Row.
PERU: Consul, John Hotchkiss, 11, Clement Street.
PORTUGAL: Vice-Consul, C. E. Martineau, St. Paul's Square.
RUSSIA: Vacant.
SALVADOR: Consul, Fritz Hickinbotham, 297, Broad Street.
SAN MARINO: Consul, W. Le Quex, Minories.
SPAIN: Vice-Consul, C. E. Martineau, St. Paul's Square.
SWEDEN: Vice-Consul, Justus Fred. Sjogren, 30, Easy Row.
URUGUAY: Consul, R. Dotzauer, care Messrs. Gotscher & Co., Lionel Street.
VENEZUELA.

List of Forthcoming Fairs and Exhibitions—1922.

The following list of fairs and exhibitions of international interest already arranged for the year 1922 is published for the information of members.

PART I.

Date.	Place.	Nature of Fair or Ex.
Feb. 19-21	Brussels	Twenty-sixth exhibition of aviculture
Feb. 19-28	Brussels (Cinquanteraire)	Ninth agricultural machinery exhibition
Feb. 21-Mar. 3	Utrecht	Sixth international industries fair
Feb. 26-Mar. 6	Brussels (Palais d'Egmont)	Second motorcycle and cycle show
Feb. 27-Mar. 10	London (White City)	British Industries fair (musical instruments, jewellery, scientific instruments, chemicals, foodstuffs, etc.)
Feb. 27-Mar. 10	Birmingham (Castle Bromwich Aerodrome)	British industries fair (metallurgy, construction lighting, agriculture, mining industries, brewery, cycles)
March	Zagreb	Agricultural machinery, implements, chemical products and electro-technical fair
March	Catania	Fair of South Italian and Levantine products
March	Colombo	Ceylon industries exhib.
March-April	Bradford	Present day industrial art exhibition
March 1-15	Lyons	International sample fair
March 1-25	London (Olympia)	Ideal homes exhibition
March 5-11	Dresden	Furniture exhibition
March 5-11	Leipzig	International sample fair
March 5-14	Leipzig	Technical fair
March 7-13	Dijon	Food-stuffs and allied trades exhibition
March 7-16	Manchester	Grocers and allied trades exhibition
March 10-22	Posen	International exhibition
Mar. 10-July 31	Tokio (Ueno Park)	International peace exhibition
March 12-19	Prague	Fourth international sample fair
March 13-19	New York	International flower show
March 14-20	Stuttgart	Jewellery fair
March 15-25	Barcelona	International sample fair
March 19-23	Breslau	International sample fair
March 19-26	Vienna	Second international sample fair
Mar. 28-April 7	London (Agricultural Hall)	Third clothing and woollen trades exhibition
Mar. 31-April 8	Singapore	Malaya-Borneo exhibition (general commerce, agriculture, mines & arts)
Mar. 31-April 30	Essen	Internal navigation exhibition
Spring	Riga	International sample fair
Spring	Florence	International book fair
Spring	Manila	Philippine carnival (Foreign products consumed in the Philippines)
April	Prague	International sample fair
April-Nov.	Marseilles	French Colonial exhibition (machinery & agriculture)
April 1-30	Algiers	International fair & exhibition (manufactured products maeuinery, etc.)
April 2-8	Frankfort-on-Main	International sample fair
April 2-12	Barcelona	International sample fair
April 3-19	Brussels (Cinquantenaire)	Third international commercial fair
April 11-14	Berlin	Second tobacco fair
April 12-27	Milan	Third international sample fair
April 14–May 16	Algiers	Exhibition and fair (Algerian produce, machinery and vehicles)
April 16-23	Mexico City	Automobile show
April 22-May 1	Prague	International automobile show
April 22-May 22	Bâle	Sixth Swiss sample fair
April 22- May 5	Christiania	Electrical exhibition
April 22-May 14	Leipzig	Furs, leather and textiles fair
April 24-29	Leeds	Catering exhibition
April 24-May 5	London (Agricultural Hall)	Fourteenth drapery-textile and women's wear exhibition
April 25-June	Turin	International fair for industry and sports
May	Trieste	Second international sample fair
May	Quito Ecuador	Centenary exhibition
May	Zeitoun-Bourin, Turkey	Exhibition of agricultural machinery
May	Algeciras	English merchants' exhibition
May	Shanghai	Exhibition of road making material, etc.
May	Kovno	Agricultural exhibition
May	Budapest	International fair
May-October	Munich	Exhibition of German industries
May-October	Cardiff	Welsh national and international exhibition
May 1-6	London (Agricultural Hall)	Photographic fair
May 1-15	The Hague	Automobile show (aeroplanes & motor boats
May 6-21	Paris	Annual fair
May 6-21	Scheveningen	Automobile show
May 6–June 25	Lausanne (Hal du Comptoir Suisse)	First national exhibition of industrial art
May 8-13	London (Northampton Institute)	Tobacco trade exhibition

Date.	Place.	Nature of Fair or Ex.
May 11-17	Leipzig	Fair for books & printing
May 13-17	Prague	National agricultural exhibition
May 22-25	Breslau	Fifty-third exhibition of agricultural machinery
May 25–June 5	Birmingham	Industrial and commercial efficiency exhibition
May 28-June 5	Prague	Motor show
June	Helsingfors	Finnish fair
June	Lisbon	International fair
June	Kolberg	Pomeranian fair of agricultural products and machinery
June 1-15	Padua	International sample fair
June 1-Sept.30	Magdeburg	Housing, welfare and labor exposition for Central Germany
June 1-Sept.30	Ostend-Bruges	Provincial exhibition for West Flanders
June 3-20	Stuttgart	Exhibition of glassware and fittings
June 7-17	Hamburg	Exhibition of chemical Apparatus
June 9	Buenos Ayres	International exhibition
June 10-18	Fredericia	National house-building branch fair (raw materials, manufactured goods, tools, machinery)
June 15-24	Birmingham	International foundry trades exhibition
June 15-30	Bordeaux	Seventh sample fair
June 15-July15	Liege	Colonial exhibition
June 15–Sept. 15	Dresden	Annual exhibition for German pottery and glass industries
June 17-24	London (Olympia)	International horse show
June 19-23	London (Central Hall)	Chemists' exhibition and Empire drug trade mkt.
June 22-27	Nurnberg	German agricultural machinery exhibition

PART II.

Date	Place	Nature of Fair or Exhibition
July	Gothenberg	Swedish fair
July 1-7	Leeds	Welfare exhibition
July 1-24	London (Olympia)	Aircraft exhibition
July 3-14	London	Fourth London fair and market (fancy goods, toys, jewellery, etc.)
July 9-16	Bratislava	Second oriental international fair (metallurgy, electro-technical mechanics, building trades, chemistry, foodstuffs, textiles, various industries, etc.)
July 11-25	Geneva	National fair for jewellery and clock-making industries
July 22-30	Fredericia	National common mixed trades fair
August	Naples, Tunis, Algiers, Tangier, Lisbon, Barcelona, Marseilles, Genoa	Floating sample fair for the Mediterranean and the Atlantic
August	Caen	Regional industrial art exhibition
Aug.-Sept.	Ljubljana (Czecho-Slovakia)	Sample fair
Aug. 2-8	Malmo	Swedish fair
Aug 13-18	Konigsberg	Fifth international sample fair
Aug. 16-20	Liberec	International sample fair
Aug. 27-Sept.2	Leipzig	International sample fair
Aug.27-Sept.17	Leipzig	Furs, leather & textile fair
Aug.28-Sept. 2	Groningen	Agricultural exhibition
Autumn	Gratz	Fair
Autumn	Danzig	General sample fair
September	London (Holland Park Hall)	Trades exhibition for ladies' wear
September	Lemberg	Fair
September	Naples	National Fair
Sept. 3-7	Breslau	International sample fair
Sept. 5-28	Marseilles	National and colonial exhibition
Sept. 6-16	Utrecht	Seventh international sample fair
Sept. 6-26	London (Olympia)	Food-stuffs exhibition
Sept.7-Nov.15	Rio-de-Janeiro	International exhibition
Sept. 11-17	Vienna	International sample fair
Sept. 13-17	Kiel	Second Northern fair
Sept. 15-20	The Hague	Automobile show
Sept. 15-24	London (Agricultural Hall)	Grocers' exhibition
Sept. 15-30	San Jose Costa Rica	Spanish sample fair
Sept.19-Oct. 9	Bandoeng	Third international fair for the Dutch East Indies
Sept. 22-25	Lucerne	Fifth international fur fair
Sept. 24-30	Frankfort-on-Main	International sample fair
Sept. 26-Oct.17	Trieste	Third international sample fair
October	Toronto (Exhibitions Park)	Bakery exhibition
October	New York	Floating exhibition for foreign trade
Oct. 1-15	Lyons	International sample fair
Oct. 1-16	Paris	Agricultural machinery exhibition
Oct. 2-6	London (Central Hall)	Medical exhibition
Oct. 4-9	London (Agricultural Hall)	Shoe and leather fair
Oct. 6	Niort	Leather fair
Oct.8-Nov. 8	Amsterdam (Paleis voorVolksvlijt	International chemical exhibition
Oct. 13-23	London (Olympia)	International commercial vehicle exhibition
Oct. 18	Poitiers	Leather fair
Oct. 24-31	Barcelona	International sample fair
Nov. 8-18	London (Olympia)	Automobile show
Nov.10-Dec.19	Brussels (Cinquantenaire)	Automobile show
Nov. 29-Dec. 4	London (Olympia)	Cycle and motor cycle show

Some Facts and Figures of the Eighth Fair.

With reports current on all sides of improving trade conditions, the greatest interest is being taken in the forthcoming British Industries Fair.

Some idea of the size of the Fair can be obtained from the fact that at the White City alone 200 tons of timber and 15 tons of nails have been used in the construction of the exhibitors' stands, which cover 200,000 square feet of actual exhibiting space. These stands have absorbed 20 tons of paints, and distempers. Over 10,000 asbestos panels, each weighing half-a hundredweight, have also been used. The total area of the stand walls amounts to a quarter-of-a-million square feet, the frontage of stands alone being 3½ miles in length. When the stands at Birmingham are added the distance which a visitor will have to walk to inspect the whole Fair will be well over 5 miles.

Birmingham Chamber of Commerce

(Incorporated).

Hon. President: MR. NEVILLE CHAMBERLAIN, M.P.

Hon. Vice-Presidents:

The Right Hon. The Lord Mayor of Birmingham; His Worship the Mayor of Smethwick; His Worship the Mayor of West Bromwich: The Right Hon. Austen Chamberlain, M.P.; The Right Hon. Evelyn Cecil, M.P.; Sir Herbert Austin, K.B.E., M.P.; Sir Francis W. Lowe, M.P.; Sir A. Steel-Maitland, M.P.; Lt.-Col. L. S. Amery, M.P.; Lt.-Col. E. Meysey Thompson, M.P.; Alderman A. E. Jepheott, M.P.; Mr. P. J. Hannon, M.P.; Mr. John W. Dennis, M.P.; Mr. Eldred Hallas, M.P.; Mr. F. O. Roberts, M.P.; Mr. F. B. Goodman, J.P.; Mr. J. S. Taylor; Mr. H. W. Sambidge, J.P. (Immediate Past President); and the Presidents of the Chambers of Commerce of Coventry, Dudley, Kidderminster, Northampton, North Staffordshire, Stratford-on-Avon, Walsall, Wolverhampton, and Worcester.

President: MR. H. C. FIELD, M.A., J.P.

Vice-Presidents: MR. GILBERT C. VYLE, MR. F. HICKINBOTHAM, MR. H. LAKIN-SMITH.

Hon Treasurer: MR. JOHN WEATHERHEAD.

Elected Members of the Council:

J. P. ACHURCH.	E. O. BOSTON.	F. HICKINBOTHAM (Vice-President.)	T. PARKER SMITH.	G. C. VYLE (Vice-President).
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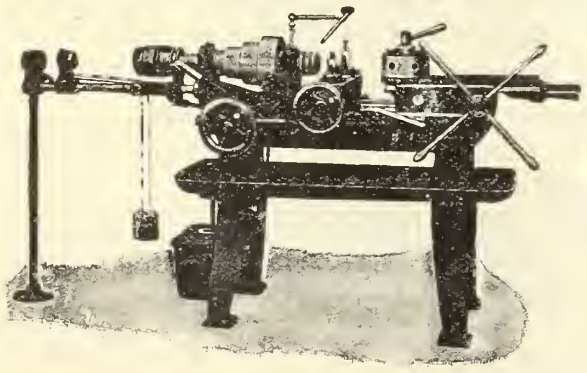
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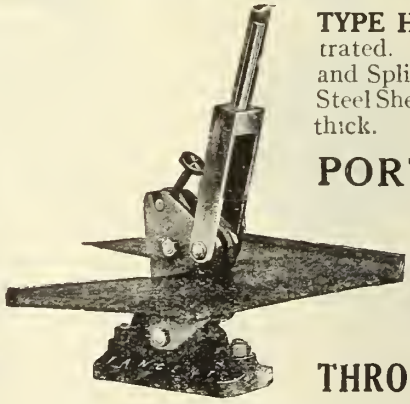
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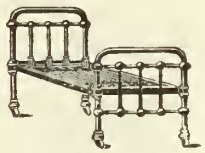
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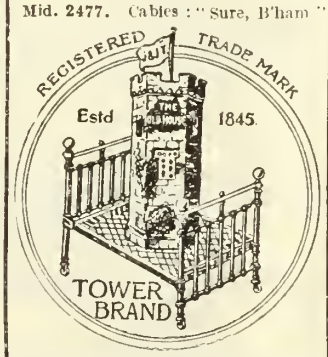
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May & Padmore, Ltd., Wharfdale Road, Tyseley, Birmingham.
H. & W. Munslow, Ltd., 41-2, Ellis Street, Birmingham. Mid. 1935. Every description Stamped and Cast.

Henry Moore, Ltd.,
Cabinet, Builders' and General Brassfoundry.

TRADE  MARK

Our Great Speciality:
CASTORS.
Star Works, Rupert Street, Birmingham.

Pearson-Page Co., Ltd., Ilene Works, Sherlock Street, Birm. Mid. 2510. 2511. Showrooms, 50 Frith Street, Soho, London, W. Regent 4412. Makers of Cabinet Handles (reproductions of antique designs), Candlesticks, Jardinieres, Sundials, Fenders, Door Porters, etc.
Perkins & Powell, 2-5 Bartholomew Row, Birmingham. Cen. 3631.

Thos. Sanders, Ltd.,
General Brassfounders

Trade Mark: "Sanlock."



TRADE MARK.

for Builders and Cabinet Makers,
St. Mary St., Ladywood, Birmingham.
Midland 165-166.

BRASSFOUNDERS—*continued.*

F. & G. Smart, Standard Works, 42 and 43 Slaney St., Birm. Cen. 2008 Specialty: Shop Window Fittings.
Smith & Davis, Ltd., Hampton Street, Birmingham. Cen. 6870.

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Manufacturer of Cast and Stamped Brassfoundry for the Furnishing and Cabinet Trades.
Enquiries invited for Capstan Work, Stampings and Pressings of any kind.
43/44 Weaman Street, Birmingham.
Cen. 5573.

S. Timings & Co., 55 Gt. Hampton Street, Birmingham. Cen. 2437. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.

Tonks (B'ham) Limited,

Trade  Mark.

Manufacturers of General Cabinet, Naval and Furnishing Brassfoundry, Tubes, Moulding and Ecclesiastical Metal Work.
Works: Moseley St., Birmingham.
Showrooms: Stevenage House, 40/44 Holborn Viaduct, London.

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BRASSFOUNDERS for Building, Cabinet, and General Trades. Also FANCY METAL GOODS.
Augusta Works, Warstone Lane, Birmingham.
Telephone: Cen. 7269.
Telegrams: "Automatic," B'ham.
London Office:
58, Basinghall Street, E.C.2.

James Whitfield, Ltd., 39 Oxford Street, Birmingham. Cen. 674.
Thos. Willcox & Co., Ltd., 99-102 Bradford Street, Birmingham Mid 1680

Williams Brothers & Piggott, Ltd.,
General Brassfounders and Window Fittings Manufacturers;



Also Brass, Brass-Cased and Copper Tubes and Mouldings,
Herbert Road, Small Heath, Birmingham.
Vic. 156.

BRASSFOUNDERS. (Cabinet & Builders'.)

George Hopkins & Co. 24, Bishop Street, Birmingham. Mid. 1318.

BRASSFOUNDERS (Naval and Railway).

Hodgetts Bros., Ltd., Helm Works, Cherrywood Road, Bordesley Green, Birmingham. Telephone Vic. 292.
Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

BRASSFOUNDERS (SANITARY).

W. Markes & Co., 19-20 Cambridge St., Birm. Cen. 4173.

BRASS AND METAL CASTERS.

Allcock & Co., 150-71 Hockley Hill, Birmingham. Cen. 6888.
Joseph Onions, Lombard Street, Birmingham. Mid. 1670.
George While, Ltd., 111-16 Livery Street, Birmingham. Cen. 2839.

BRASS AND COPPER TUBES.

Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birmingham. "Everitt," Birmingham; also Plates, Sheets, and Rods.

BRIGHT STEEL MANUFACTURERS.

Stonehouse Works Co. Spon Lane Mills, West Bromwich.

BRONZE AND ALUMINIUM POWDERS.

Charles H. Betts & Co., Canada Works, Hanover Street, Birmingham. Mid 1638. Telegrams, "Betteana."

BRONZING.

H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.

BRUSH MANUFACTURERS.

Robert Chase & Son,
Established 1780.
Manufacturers of Household, Painting, Fancy and Machine Brushes.



42/45 Upper Dean St., Birmingham.
Telegrams: "Chased," Bham.
Mid. 1870.

HINDES LIMITED.



New Patent Hair Brushes
"Matik" No. 8334/14 Hindes' Curlers.

BROMSGROVE STREET, BIRMINGHAM.
Telephone: Mid 368.
Telegrams: "Hinderies" B'ham.

BRUSH MANUFACTURERS—*cont.*

R. Benson & Sons, Ltd., Fazeley Street, Birmingham. Cen. 5412.
Birmingham Royal Institution for Blind, Carpenter Road, Birmingham
W. T. Clark & Co., 72 Lozells Road, Birmingham. Northern 643.
Thomas Goode, Ltd., 24 Holloway Head, Birmingham. Mid. 1412
Lee & James, Ltd., Moseley Street, Birmingham. Mid. 1673.
C. H. Leng & Sons, Sherbourne Road, Balsall Heath, Birm. Mid. 2686.
A. Martin & Son, Wainwright Street, Aston, Birmingham. East 225.
Thomas Osborne & Sons, Hockley Hill, Birmingham. Cen. 6191.
John Stych & Co., Ltd., 188 Bromsgrove Street, Birm. Mid. 776.

BRUSHES (Polishing and Scratch).

E. Berry & Son, Arthur Place Summer Hill, Birmingham. Cen. 6386.

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Chamberlain Bros., Ltd.,
Established 1845.
Manufacturers of
SEASIDE BUCKETS
and
IRON SPADES.
Also
Small Household Tin Goods.
ABBEY STREET, BIRMINGHAM.
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Specialities:
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JAPANNED AND GALVANIZED.
COAL HODS, BATHS, Etc.
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A.B.C. Works, Northumberland St., Vauxhall, Birmingham.
Telephone: East 139. Telegrams: "Picknella," B'ham.
ESTABLISHED 1878.

BUILDERS' MERCHANTS.

The Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Slates, Bricks, Lime, Cement, etc.
Derrington & Sons, 30 Dartmouth Street, Birmingham. Cen. 842.

BULLION DEALERS.

Edward Day, 27 & 28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co. Ltd., St. Paul's Square, Birmingham. Cen. 3102.
Johnson, Matthey & Co., Ltd., 71-73 Vittoria Street, Birm. Cen. 3552.
C. Westwood & Sons, Ltd., 14 Hall Street, Birmingham Cen. 2705. Telegrams, "Sllsolder, Birmingham."

BUTTON MACHINERY.

Accles & Shelvoke, Ltd., Aston, Birm. High-class Machinery for non-metal Buttons. "Acvoke," Birm. East 277.

BUTTON MANUFACTURERS.

E. Bacon & Sons, River Street, Derltend, Birmingham. Cen. 919. Bone and Wood Buttons.
Broughton & Brook, 306 Farm St., Hockley, Birmingham. Northern 627.
James Grove & Sons, Ltd., Halesowen. Halesowen 7.
Hammond, Turner & Sons. Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.
Jennens & Co., Ltd., 2 New Burlington Place, Regent St., London, W.1.
Smith & Wright, Ltd., Brearley St., Birmingham. Cen. 85.
William H. Thomas, Ltd., Ford Works, Hockley, Birm. Cen. 2253.

BUTTON MANUFACTURERS—*contd.*

Buttons Limited.
CROSSED SWORDS TRADE MARK
TRADE MARK DOME MAKE
TRADE MARK
Buttons in all varieties. Buckles, Hooks and Eyes. Military Ornaments and Metal Swallwares, etc.
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East 822.

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WATER LILY SERIES OF LINEN BUTTONS.
Trade Mark.
Water Lily (Registered).
37 & 39, Bradford Street, Birmingham.
Phone: Mid. 3101.
Telegrams: "Water Lily," B'ham.

BUTTONS (Pearl).

R. H. Clarkson & Sons, Ltd., Crown Works, Potter Street, Birmingham.

CABLE COMMUNICATION.

The Eastern Telegraph Co., Ltd., Cen. 923 & 924. Cables to Australia, etc.

CALCULATING TABLES & READY RECKONERS.

John Gibson, 63 Coleman Street, London, E.C.2.

CANE, RATTAN AND WILLOW MERCHANTS.

John J. Plater & Sons, 261-4 Bradford Street, Birmingham. Mid. 569.

CAPSTAN LATHES.

Brown & Ward, Ltd., 27 Gt. Hampton Street, Birmingham. Cen. 3831.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen. 2110.
R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.
Charles Taylor (Birm.), Ltd., Bartholomew St., Birm. Cen. 6373.
H. W. Ward & Co., Ltd., Lionel Street, Birmingham. Cen. 7460.

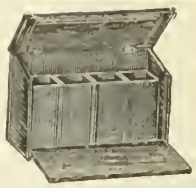
CAPSTAN TURNED WORK.

Abis & Co., Aston Road, Birmingham. Tel.: Cen. 286.
Bent & Parker, Ltd., Harper's Hill Works, Northwood Street, Birm.
Birmingham Products Co., Ltd., 36, Ludgate Hill, B'ham. Cen. 3334-5-6.
T. Enstone & Co., Ltd., Cregoe Street, Birmingham. Mid. 2684.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.

CAPSTAN TURNED WORK—*cont.*

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.
The Yole Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17

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Established 1869.

Best Polished Wood Cases and Specialities for the Motor, Electrical, Scale, Engineering, and other Trades.

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Mid. 255.

CARBURETTORS.

AMAC, Ltd., 97 Aston Road North, Birmingham. East 477/478.
Brown & Barlow, Ltd., Westwood Rd., Witton, Birmingham. East 301.
Cox Atmos Carburettors, Ltd., Lower Essex Street, Birmingham. Mid. 2012-3. "Atcarbco," Birmingham.

CARDBOARD BOXES.

Thomas Bishop & Son, Derltend Paper Box Works, Birmingham. Mid. 360. Boxes for all trades.
T. Boston & Co., 149-151 Granville St., Birmingham. Mid. 1475.
J. B. Dyson & Son. Ltd., 10, Freeman Street, Birm. Cen. 6290.
M. H. Gething, 6 Oozells Street, Birmingham. Mid. 1133.
J. W. Gill & Sons, Loveday Street, Birmingham. Cen. 5973.
E. Lakins & Co., Darwin Street, Birm. Mid. 2096.
O. C. Langford, 17-20 Cardigan Street, Birm. Cen. 1196.
Terry & Terry, Ltd., 90-92 Leopold Street, Birmingham. Mid. 14.

CARPATHIAN SILVER WAITERS.

Samuel Groves & Co., Ltd., Musgrave Road, Soho, Birm. Cen. 220.

CARRIAGE BUILDERS.

John Buckingham, Ltd., 332 Bradford Street, Birmingham. Mid. 1211.

CARRIAGE LAMPS.

J. Neale & Sons, Ltd., 68-9 Graham Street, Birmingham. Cen. 1508.
Wyncott & Son, Ltd., Great Colmore St., B'ham. Mid. 910. Telegraphic Address "Wyncott," Birmingham.

CARRIAGE LAMP GLASSES.

W. L. Ward & Co., 163 Bishop Street, Birmingham.

CARRIERS.

Midland Red Commercial Motor Service, 547 Bearwood Road, Birm. Mid. 2577. Carriers of Parcels and Goods to all parts of the Black Country, and places on the Motor Omnibus Routes.

CASH AND DEED BOXES.

F. C. Booth & Co., Ltd., Ocean Works, Camden Street, Birm. Cen. 565.
Dunn & Taylor, Burbury Street, Birmingham. Cen. 3720.
Walker & Loach, Erskine Street, Birmingham. East 326

CASTING SAND.

John Williams (Birm. Sand), Ltd., Icknield Square, Birm. Cen. 3345

CASTORS (Brass and Iron).

Acme Ball Castor Co., 87 Snow Hill, Birm. Cen. 3266. Anti-Friction Ball Bearing, Patented, Reg. No. 50121. Manufacturers of "Acme" Specialities.
Henry Moore, Ltd., Star Works, Rupert Street, Birmingham. East 168. All kinds of Castors.

ZENITH CASTOR Co., Ltd.,
Rays Works, Aston Lane, Aston.
East 832.

Patentees and Sole Manufacturers of The Unbreakable ZENITH ALL STEEL GRIP NECK CASTORS.
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58, Basinghall Street, London, E.C.2.

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Greenhill & Sons, Ltd., 8 Water Lane, Ludgate Hill, London, E.C.4. Phone Central 1306.

CEMENT MANUFACTURERS.

Greaves, Bull & Lakin, Ltd., Worcester Wharf, Bridge St., Birmingham. Mid. 274.
Kaye & Co., Ltd., Kingston Wharf King Edward's Rd., Birm. Cen. 2830

CHAINS (Jack).

C. & S. B. Pumphrey, 214 Herbert Rd., Small Heath, Birm. Mattress, Cistern, Bye-Pass Chains. Vic. 190.

CHAIR SPRINGS.

William Sturcke, 38 Kingsland Rd., London, E.C.2. Export, Henry Campbell, 58, Basinghall Street London, E.C.2.

CHEMICAL MANUFACTURERS.

Chance & Hunt, Ltd., Oldbury, near Birmingham.
R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

CHEMISTS (CONSULTING AND METALLURGICAL).

Alex. E. Tucker, F.I.C., 59 Cambridge Street, Birmingham. Cen. 6352. Telegrams, "Oxide," Birmingham. Official Analyst to the London Metal Exchange.

CHOCOLATE MANUFACTURERS.

Cadbury Bros., Ltd., Bournville, Birmingham.

Kunzle SWISS
CHOCOLATE MANUFACTURER.
Head Office and Factory,
FIVE WAYS, BIRMINGHAM.
Telephone: Mid. 1222.
Telegrams: Kunzle, Birmingham.

CHUCKS.
Charles Taylor (Birm.) Ltd., Bartholomew Street, Birm. Cen. 6373

CIGARETTE CASE MANUFRS.
Buncher & Haseler, Ltd., "Buharo" Cigarette Cases, Birmingham.
S. J. Levi & Co., Ltd., Squirrel Works, Regent Place, Birm. Cen. 569.

CLOCK MANUFACTURERS
Swinden & Sons (Proprietor: W. A Perry), 27-29 Temple Street, Birm
Robert Thompson, Queen's College, Birmingham. Mid. 91. "Tempue"

CLOTHING MANUFACTURERS.
Grainger & Smith, Ltd., Carr's Lane, Birm. Cen. 827. Wholesale.

COACH AND MOTOR BODY FITTINGS.
Hemming Bros., 238 Highgate Road, Sparkbrook, Birmingham.

COAL AND COKE MERCHANTS.
Caswell & Bowden, Ltd., Newton Chambers, Cannon Street, Birm. Cen. 1044. "Target," B'ham.

COAL AND COKE CONTRACTORS.
W. H. Bowater, Ltd., Exchange Buildings, Birmingham. Midland 2620.
Coggine & Arthur, Ltd, 75 New Street, Birmingham. Cen. 3574.
Desmond Cooper, Chamber of Commerce Bldgs., New St. Mid. 1305.
Lunt Brothers, 75-77 Colmore Row, Birmingham. Cen. 7408.
S. W. B. Stephen & Co., Rolfe Street, Smethwick, Birm. Smethwick 254.

COFFIN FURNITURE.
Charlee Hill & Co., Ltd., 31 Darwin Street, Birm. Mid 517
Gordon & Munro, 13, 14, 15, 16, Horse Fair, Birmingham. Mid. 1078.
Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.
Newman Bros., Fleet Street, Birmingham. Central 3403.
C. H. Parsone, Ltd., Britannia Works, Tyseley, Birmingham. Telegraphic Address: "Hectomar." Registered Trade Mark: "Britmac."
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

COFFINS.
Fox & Charles, 31-33 Bristol Street, Birmingham. Mid. 2068. Tel.: "Foxcharco," Birmingham.
Ingall, Parsons, Clive & & Co., Ltd. Bradford Street, Birm. Mid. 423.

COLLAR STUDS.

C. H. Collins & Sons, Ltd.,



47/8 HOCKLEY HILL, B'HAM.
"Bolloc," B'ham. Cen. 3915/6

COLLAR STUDS—*continued.*
Henry Owen & Sons, Ltd., Caroline Street, Birmingham. Cen. 2181.

COINING MACHINERY.
Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

COLD STORAGE.
W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 783.

COLOUR PRINTERS.
Jenner & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham.

COMMERCIAL PHOTOGRAPHER.
Edgar T. Gething, 6 Oozelle Street, Birmingham. Mid. 1133.

COMMERCIAL VEHICLE REPAIRERS.
T. C. Aveling & Co. (B'ham), Ltd., 91-93 New Canal Street, Birm. Cen. 2929. Repairs and Service Depot, Thornycroft Commercial Vehicles.

COMPOSITE CANISTERS.
J. B. Dyson & Son, Ltd., Moor St., Birm Cen. 1469. Also Freeman St. and New Bartholomew St.
Eeles, Walker & Co., Ltd., The Crescent, Birmingham. Cen. 5324. Manufacturers of all kinds of Composite Canisters for Food, etc., Papier Mache and Tin combined. Vacuum Flask Carriers.

COMPRESSED AND LIQUEFIED GASES.
British Oxygen Co., Ltd., Lodge Road, Hockley, Birm. Cen. 2001.

CONSULTING ENGINEER.
Charles Ralph Townsend, Caxton Houee, Gt. Charles St., Birm. "Autofin," Birm. Cen. 293.

COOKING APPARATUS.
Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, Birm. "Fahrenheit," Birm. Vic. 463.

COOPERS (BREWERS').
Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

COPPER MERCHANTS.
Harry Jacobs Exchange Buildings, New Street, Birm. Mid. 1282-3.

COPPER RIVETS AND WASHERS.
Baxters' Bolt, Screw, and Rivet Works, 76-78 Parade, Birmingham.
Thomas Haddon & Co., Moseley Street, Birm. Mid. 1875 and 1876.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

COPPERSMITHS.
Lawden & Poole, Hope Works, Newtown Row, Birm. Cen. 1061.
Lee & Wilkes, Ltd., Brewery Street, Birmingham. Cen. 5.

COPPER WATER BALLS.
Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

COPYING PRESSES.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

CORNICE POLE FITTINGS.
D. Flynn & Co., Steward Street, Birmingham. Export—Henry Campbell, 58, Basinghall Street, London
Reeves & Co., Crescent Worke, Birm. Cen. 1553.

COSLETTIZING.
The Coslett Anti-Rust Syndicate, Ltd., Vittoria St., Birm. Cen. 5653.

CREAM SEPARATORS.
Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

CRUCIBLE MANUFACTURER.
A. Harris, Crucible Works, Broad Street, Birmingham. Mid. 849.

CUE CASE MANUFACTURERS.
C. Gould & Co., 10-13 New Bond Street, Birmingham

CUPOLAS.
Constructional Engineering Co., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

CUPRO NICKEL.
John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

CURTAIN HOOKS AND RINGS.
Charles Rowley & Co., 146-8 Bordesley, Birmingham. Cen. 3162.

CYCLE AND MOTOR CYCLE ACCESSORIES.
C. J. Adie & Nephew, Ltd., 156 Warstone Lane, Birmingham. Cen. 452.

Frank Ashby & Co.,
Patentees and Manufacturers of Cycle Accessories.
Contractors to War Office, Ministry of Munitions and G.P.O.



SPECIALITIES — Every description of Cycle Luggage Carriers, Handle Bars and Brakes, and Lamp Brackets.
Bournville Stamping Worke, Charlotte Rd., Stirchley, Birmingham
T.A. "Luggage," Birmingham.
T.N. King's Norton, 121.

Fredk. Anderson, Ltd., 116 Steelhouee Lane, Birmingham. Cen. 7218.

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Tyseley,
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Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.
The Ellcam Cycle & Motor Co., 91 Soho Hill, Birmingham. Northern 780. Tel.: "Ellcam," Birmingham.
F. Line & Co., 12, 13, 14 Buckingham Street, Birm. Cen. 5336. Telegrams "Linco," Birmingham.
Midland Gear Case Co., Ltd., Bridge Street Weet, Birm. Cen. 4348.
Perry & Co. Ltd., Perryan Works, Lancaster Street, Birm. Cen. 2457-8-9
Stonehouse Works Co., Spon Lane, Mills, Weet Bromwich.

Alfred Smith,
Manufacturer of all kinds of Cycle Sundries.



Albion Works, George St., Parade, Birmingham
Cen. 5596.

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Cen. 2987.



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Century Works, Aston Brook St., Birmingham,
Telephone: Central 4272.
Telegrams: "Malling," B'ham.

Westwood Rim & Patents, Ltd., Lawden Road, Birmingham. Vic. 427.

CYCLES, MOTOR CYCLES AND GRAMOPHONES.
Mead Cycle Co. (Inc.), 50 Georgo Street, Balsall Heath, Birm. South 690.

CYCLE AND MOTOR CYCLE MANUFACTURERS.
Bowns, Ltd., Æolus Works, Summer Lane, Birmingham. Cen. 3374.
T. Cadby & Sons, Farm St., Hockley, Birmingham. Northern 386.
Chase Cycle Co., Ltd., Snow Hill, Birmingham. Cen. 1605.

Harry James (Sons), Ltd.
CYCLE & MOTOR CYCLE MANUFACTURERS.
Progress Works,
Cleveland St., Birmingham.
Tel. 7277.

CYCLE AND MOTOR CYCLE MANUFACTURERS—*continued.*

The Enfield Cycle Co., Ltd., Royal Enfield Works, Redditch. See advertisement under "Motor Cycles."
Humphries & Dawes, Ltd., York Road, Hall Green, Birmingham "Humdaw," Birm. Shirley 48.
James Cycle Co., Ltd., Greet, Birmingham. Vic. 139. London Office, 22 Holborn Viaduct, E.C.1
Kirk & Merifield, 40-52 Moseley St., Birm. Exporters of Everything for the Cycle and Garage. Mid. 812.
Lindalls, Ltd., Globe Works, Lombard Street, Birmingham. Mid. 596.
W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
New Hudson, Ltd., Icknield Street, Birmingham. Cen. 6523.
A. T. Perry Cycle Co., Cambridge Street, Birmingham. Cen, 3448.
Planet Engineering Co., 15 Francis Street, Birmingham. Cen. 144.

THE SALTLEY MOTOR CYCLES, CYCLES & FRAMES.

The Export Trade
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Johnstone Street, Birchfields,
BIRMINGHAM, England.

Manufacturers of
The **"SILVER PRINCE"** Light Weight Motor Cycle and
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Prices on application.

Tel. Add.: "Tallsman,"
Tel. No.: Northern 775.

Wineberg & Co., 114-6-8 Pershore Street, Birm. Mid. 1395.

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Jointless Rim, Ltd., 47 Union Passage, Martineau Street, Birmingham.
The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

CYCLE AND MOTOR CYCLE SADDLERY.

J. B. Brooks & Co., Ltd., Criterion Works, Birmingham. Cen. 2273.
Gough & Co., Ltd., 180 Park Road, Hockley, Birmingham. Cen. 3447.
The Leatheries, Ltd., Sparkbrook, Birmingham. Vic. 216.
Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
Wright Saddle Co., Ltd., Lower Essex Street, Birmingham. Mid 56 & 57.

CYCLE AND MOTOR CYCLE SPOKES AND NIPPLES.

W. Dean & Co., Ltd., 67 Cliveland Street, Birm. Cen. 7354.
D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56/57.

CYCLE AND MOTOR CYCLE TYRES.

Capon Heaton & Co., Ltd., Hazlewell Mills, Stirchley, Birmingham.
Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7324. Tels.: "Renown," Birmingham.

CYCLE AND MOTOR LAMPS.

Lamps (Birmingham), Ltd., Belgrave Road, Birmingham. Mid. 1216.
Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingham. Cen. 2585.

CYCLE AND MOTOR PUMPS.

Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lowe & Co., Ltd., 55-57 New St., Aston, Birmingham. Northern 845.

CYCLE AND MOTOR CYCLE FITTINGS.

British Auto Machining Co., Ltd., Shadwell Street, Birmingham. Cen. 100. Cycle Pedals a speciality.
Charles Collins, 190 Lichfield Road, Aston, Birmingham. East 375.
T. D. Cross & Sons, Vesey Street, Birm. Cen. 1490. Specialities: Free Wheels, Bracket Cups, Hub Cogs, Magneto Cogs.
Charles Lindall & Son, Ltd., Parkfield Road, Saltley, Birm. East 867.
J. A. Phillips & Co. (1916), Ltd., Credenda Works. Bridge Street, Smethwick, Birm. Smethwick 234. Pedals, Handlebars, Brakes, etc.
E. A. Radnall & Co., Dartmouth Street. Birmingham. Cen. 897. Brakes, Accessories, Frames, etc.
Walton & Brown, Ltd., 315 Summer Lane, Birmingham. Cen. 5377.

CYCLE CHAIN WHEELS AND CRANKS.

Elson & Co., New Summer St., Birmingham. Cen. 6582. Makers of nearly every known size.

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Raynal Manufacturing Co., Ltd., 41-43 Fleet Street, Birm. Cen. 6158

CYCLE FREE WHEELS.

T. D. Cross & Sons, Vesey Street, Birmingham. Cen. 1490.

CYCLES AND ACCESSORIES.

J. Taylor, "O.G." Works, Warwick, Road, Greet, Birmingham.
Chas. B. Timperley, Queen's Chambers Snow Hill. Birm. Cen. 275.
Bown's Export and Fitting Dept., 86 Snow Hill, Birmingham. Cen. 275.

CYCLE AND MOTOR CYCLE WHEELS.

W. Dean & Co., Ltd., 67 Cliveland Street, Birmingham. Cen. 7354.
Midland Wheel Co., 28 Avenue Road, Aston, Birm. East 91.

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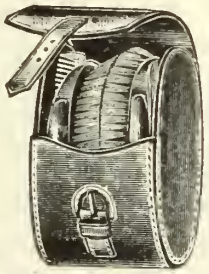
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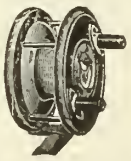
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Charles Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.
Lees & Sanders, Warstone Smelting Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Works, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden.

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

GREASE MANUFACTURERS.

Joseph Batson & Co., Ltd., Tipton, Staffs. Oil and Grease.

GRINDERS (MACHINE KNIVES AND FILES.)

J. & C. Reaney & Co., 62-64 Gooch Street, Birmingham.

GRINDING MACHINES.

Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-4.
John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

Beck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

GUN AND RIFLE MANUFACTURERS

William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
E. Lewis & Sons, 32 and 33 Lower Loveday Street, Birmingham.

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Tel. No. Central 1645.

Midland Gun Co., BIRMINGHAM



'Phone Cen. 1254. 'Grame 'Rifles'
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Skimin & Wood, 31 Loveday Street, Birmingham. Telegrams: "Nimiks."
Ward & Sons, 2 St. Mary's Row, Birmingham. Cen. 675.
Webley & Scott, Ltd., 86 Weaman Street, Birmingham. Cen. 479.
Fredk. Williams, 32 and 33 Weaman Street, Birmingham. Cen. 1572.

HACK SAW FRAMES.

Stonehouse Works Co., Spon Lane Mills, West Bromwich.

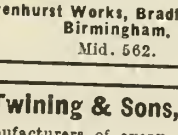
HAIR PINS.

Kirby, Beard & Co., Ltd.,



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Mid. 562.

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T. E. Linnett Startin, Lombard Works, 106-14 Emily St., Birm. Mid. 1861

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Marsh & Baxter, Ltd., Brierley Hill, Staffs. Brierley Hill 121.
W. H. Smart & Co., Ltd., 5, 6 and 7, Wrentham Street, Birm. "Storage." Birm. Mid. 783.

HANDCUFFS.

Hiatt & Co., Ltd., Masshouse Lane, Birmingham. Cen. 3365. Also Police Accoutrements in general.

HEARTH FURNITURE.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

HEATING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, "Fahrenheit," Birmingham. Vic. 463.

HEATING AND VENTILATING ENGINEERS.

Froggatt & Prior, 232 Broad Street, Birmingham. Mid. 15.
Taylor & Peck, 5 and 6 Broad Street, Birmingham. Cen. 6066.

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Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Hinges in Iron, Steel & Machine made, Brass.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.
Harrison & Co., Bradford Street, Birmingham. Mid. 675.

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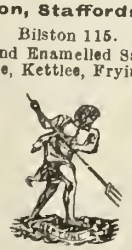
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Bilston 47.

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Francis Hill, Belmont Works, Birm. Cen. 1037. Wrought-Iron hollow-ware.
N. C. Joseph, St. Eloi Works, Stratford-on-Avon. Manufacturers (in Aluminium only) of Stewpans, Saucepans Frypans, and Porringers, also Seamless Kettles, Teapots, etc.
Ludlow Bros. (1913), Ltd., Palmer Street, Birmingham. Vic. 303
Rhodes & Cartwright, Cradley Heath Buckets, Baths, etc.

Joseph Sankey & Sons, Ltd.,
Bilston, Staffordshire.
Bilston 115.
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The Sheet Ironworkers, Ltd., Phœnix Works, Cradley, Staffs.

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HOLLOWWARE (ENAMELLED, ETC.)

John Stevens, Ltd., Brierley Hill, Staffordshire. Lye 26.

HORSE CLIPPING MACHINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks, Alma St., Birm.

HYDRAULIC ENGINEERS.

Hollings & Guest, Ltd., Thimble Mill Lane, Birmingham. East 490.

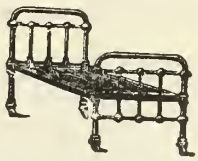
HYDRAULIC LEATHER MANUFACTURERS.

A. Collins, Rea Street South, Birmingham. Mid. 2387.
Edward Weaver, 221 Broad Street, Birmingham. Mid. 936.

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Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028-1029.

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Nightingale & Brinton, 3 New Street, Birmingham. Cen. 2966.

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J. & C. Swanne, Ltd. Head Office: 36 Paradise Street, Birmingham. Speciality: Bright Drawn Steel for Automatic Work and General Engineering purposes.

Uren, Rogers & Co., Ltd., Smithfield Street, Birmingham. Mid. 299.

John Walsh & Co. (Birmingham), Ltd., Winchester House, Birm. Cen. 3550 Also Anthracite Coal. Tel.: "Square," Birmingham.

F. H. Warden, Ltd., Lionel Street, Birmingham. Cen. 692.

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Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.

John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.

Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm

Wm. Cross & Sons, Ltd., Lyng Foundry, West Bromwich W. Brom. 64.

J. C. Dalman & Sons, River Street Birmingham. Cen. 4006.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

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Samuel Smith & Sons, Ltd., Beehive Foundry, Smethwick, Smeth. 56.

John Tickle & Co., Ltd., Providence Works, West Brom. W. Brom. 335.

T. J. Walford, Charles Henry Street, Birmingham. Mid. 722.

Alfred Wiseman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

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Wolseley Sheep Shearing Machine Co.' Ltd., Sidney Wks., Alma St., Birm.

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Devonia Colouring Co., 131-133 Angelina Street, Birm. Mid. 1819.

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J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.

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G. Edmonds, Ltd., Soho Hill, Birm. Northern 129. (See Advt.)

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W. H. Moore & Sons, Upper Trinity Street, Bordesley, Birm. Vic. 61.

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J Pitt & Son, Wyon Works, Howard Street, Birmingham. Cen. 6286.
H. B. Sals, Ltd., Summer Lane, Birmingham. Cen. 361.

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Thomas Tuckley, Forward Works, Lane Head, nr. Wolverhampton. Export, Henry Campbell, 58, Basinghall Street, London, E.C.2.
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Brown & Ward, Ltd., Gt. Hampton Street, Birmingham. Cen. 3831.
Buck & Hickman, Ltd., 23 Newton Street, Birmingham. Cen. 2009.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
Parsons & Ward, 50 Sheep Street, Birmingham.
Charles Purdon, Ltd., Lancaster Street, Birmingham. Cen. 224.
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Charles Britton, Drews Lane, Ward End, Birmingham. East 449.

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M.A.P. Co., Bullock St., Birm., Cen. 5664. Telegrams: "Millford's."

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Richard Ashton & Co., 36-9 Cheapside Birmingham. Mid. 309.
Barton & Sons, Ltd., Beehive Foundry, Walsall. Walsall 81.
British Mills Foundry, Cornwall Road, Smethwick, Birmingham.
Dominion Malleable Ltd., Rolfe Street, Smethwick, Birmingham.
Heeley & Peart, Ltd., 42 Summer Row, Birmingham. Cen. 2343.
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Cuxson Gerrard & Co., Ltd., Oldbury, near Birmingham. Tel.: Oldbury 55.

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MATCHET MANUFACTURERS.

Robt. Mole & Sons, Granville Street, Birm. Mid. 715. "Steamer," Birm.

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George Lane & Sons, Ltd., Brueton Street, Birmingham. Cen. 1198.

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Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.

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Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.

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Altendorf & Wright, Vesey Street, Birmingham. Cen. 1076.
Ad. Arbenz, Ludgate Hill, Birm. Cen. 7164. Hardware and general.
C. B. Engels, 164 Corporation Street, Birmingham. Cen. 7198 Address for Cables and Telegrams, "Achilles."
Goodwin & Co., 107-8 Lionel Street, Birmingham. Cen. 3983. British Dominions, Europe and Far East

Hudson & Co.

East India and China Merchants. Shippers of Hardware and Sundries, Metals, Glass, Paints, Oils, Soft Goods, Cycles.

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Samuel Grey & Son, 120 Edmund Street Birmingham.
Marks & Cohn, Eastern Works, Camden St. "Marksmen," Birm.
C. H. & J H. Laubenburg & W. G. Keen, 58 Cambridge St., Birm. Cen. 625
Harry Merry & Co., 10 St. Mary's Row, Birmingham.
Radmore & Co., 11 Broad Street, Birmingham. Cen. 7480 & 5964.
B. & S. H. Thompson, Ltd., 155 Great Charles Street, Birm. Cen. 1119.
J. Edwin Wall & Son, 29 Newhall Hill Birmingham. Cen. 6505.
James Williams, 160 Newhall Street Birmingham.

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John Cox & Son, Hick Street, Birm. Mid. 792. Casters in Brass, Gun Metal, Phosphor Bronze, Manganese Bronze, etc.

Robt. Rigby, Premier Foundry, Lupin Street, Birmingham. East 801.

METAL MANUFACTURERS.

William Atkins, Bradford Street, Birmingham. Mid. 426.
Barker & Allen, Ltd., Spring Hill, Birmingham. Cen. 2182-3-4. Rolled Nickel (German) Silver, Copper and Brass Sheet Metal and Wires.
Bassett, Bagnall & Co., James Street, St. Paul's, Birm. Cen. 393.

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Midland 1264.
'Grams.: "Stannum."

The City Casting and Metal Co., Bradford Street, Birm. Mid. 645.

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Telegrams . "Clifford," B'ham. Telephone : : 634 Central (4 lines).

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Elliotts Metal Co., Ltd., Selly Oak, Birm. Selly Oak 53.
Extruded Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 3206.
Hall Street Metal Rolling Co., Ltd., Western Road, Birm. Cen. 2222.
Geo. Johnson & Co. (Birm.), Ltd., Montgomery St., Birm. Vic. 42.
McKechnie Brothers, Ltd., Rotton Park Street Birm. "McKechnic" Birm. Edgbaston 381 (4 lines).
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E. J. Smith & Co., Tyseley Metal Works, Birm. Victoria, 584. Tel. : "Tysefermo," Birm.
Williams Bros. & Figgott, Ltd., Herbert Road, Small Heath, Birm.
Williams (Metals), Ltd., Witton Road, Aston, Birmingham. East 316. "Wilaston, Birmingham."

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Barwells Ltd., Brookfield Road, Birm. Cen. 2145 (3 lines). "Metals," Birm.
Great Western Smelting and Refining Co., Ltd., White House, 111 New Street, Birmingham. Mid. 2228 and 2229. "Greatsaght," Birm.
C. Holdin & Co., Ltd., 53-5 Exchange Bldgs., New St., Birm. Mid. 1300.
Harry Jacobs, Exchange Buildings, New Street, Birm. Mid. 1282-3.
J. Barton Williams, 17-19A Leopold Street, Birmingham. Mid. 1374.
Williams & Foulds, Britannia Works, Watery Lane, Birm. Vic. 264. Cash buyers of all Scrap Metals, and Residues, Copper, Brass, Iron and Steel, White Metals, Lead, Zinc, etc.

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William Phillips, 56-60 Hockley St., Birmingham. Cen. 2016.
H. B. Sale, Ltd., Summer Lane, Birmingham. Cen. 361.
Suckling, Limited, Albion Street, Birmingham. Cen. 422.

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A. J. Croft & Co., Ltd., Holly Lane, Perry Barr, Birm. East 237. Telegrams : "Chilrod," Birmingham.
H. H. & F. W. Parsons, 93-115 Charles Henry St., Birm. Mid. 403.

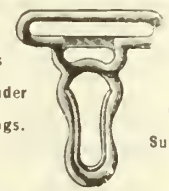
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All Metal Smallwares, Ltd., King's Rd., King's Heath, Birmingham. Phone, King's Norton 109. Tea Infusers, Strainers, Novelties. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.
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Randle & Smith, Rea Street South, Birmingham. Mid. 346.

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Edward G. Brown, M.I.Mech.E., Great Hampton St., Birm. Cen. 434
P. J. Evans, 81-91 John Bright Street, Birm. Tel. No. 2910 P.B. Ex. The Birmingham House for Motorists.
George Heath, Ltd., John Bright Street, Lower Temple Street, Bristol Street, Birmingham. "Autocar," Birmingham. Mid. 2500. And at 9 and 10 The Tything, Worcester.

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William Adams, Lord Street, Dartmouth Street, Birm. Cen. 4076.
Auster, Ltd., Crown Works, Barford Street, Birmingham. Mid. 2123.
Rowland Hodges, Ltd., Brearley Street, Birm. Cen. 2341.
Lowe, Bevan & Co., Scotland Street, Parade, Birmingham. Cen. 894.
S. Mills & Co., Ltd., 8 Ryland Street, Birmingham. Mid. 1386. Brass and Aluminium Motor Sections.

MOTOR CAR WIND SCREENS AND FITTINGS.

Willard & Wallis, Ltd., Charles Henry Street, Birmingham. Mid. 2418.

MOTOR CASTINGS (Grey Iron).

J. C. Dalman & Sons, River Street, Birmingham. Cen. 4006.

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F. E. Baker, Ltd., Precision Works, King's Norton, Birmingham. Telephone King's Norton 184.
Bowns, Ltd., Æolus Works, Summer Lane, Birmingham. Cen. 3374.
The Calthorpe Motor Cycle Co., Lion Works, Barn Street, Birm.
A. H Haden, New Comet Works, Princip Street, Birm. Cen. 5388.
Humphries & Dawes, Ltd., York Road, Hall Green, Birmingham. "Humdaw," Birm. Shirley 48.
The Ixion Motor Manufacturing Co., Great Tindal Street, Ladywood, Birmingham. Mid. 2384.

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Bowns



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New Imperial Cycles, Ltd., Princip Street, Birmingham. Telephone : Central 7587 & 7588.
S. A. Newman, Ltd., Ivy Motor Works, 49 Lichfield Road, Birm. "Ivy," Birmingham. East 416.
E. A Radnall & Co., Dartmouth Street, Birmingham. Cen. 897, Lightweight "Radco" Motors.

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Thos. Whittington & Sons, Sheepcote Street, Birm. Mid. 1474.

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The Lombard Rim and Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

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The Lanchester Motor Co., Ltd., Montgomery Street, Sparkbrook, Birmingham. Vic. 526.

Wolseley Motors, Ltd. (Proprietors: Vickers, Ltd.), Adderley Park Works, Birmingham. Tel. Add.. "Exactitude," Birmingham. Cen. 4361.

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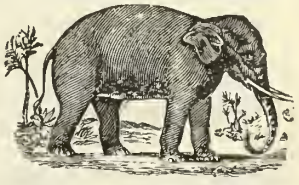
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W. H. Keys, Ltd., Hall End Works, West Bromwich. Tele. No. 206.
Thomas Merry & Co., Ltd., 75-6 Suffolk St., Birmingham. Mid. 503.
Nightingale & Co., Oban Oil Works, West Bromwich. Tel. 104.
Tho Russell Oil & Chemical Co., Ltd., Adams Street, Birm. Cen. 5481.
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W. & H. Gosling, 56 Lionel Street, and 16 The Crescent, Birm. Cen. 940.

PACKING-CASE MANUFACTURERS.

Wm. Bridgwater & Sons, Lower Trinity St., Birmingham. Cen. 768. Wood Fibre for Packing.
Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

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Edwin Cottrill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

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The Asbestos Fireproof & General Paint Co., Ltd., Bordesley Green Road, Birmingham, Victoria 366.
Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
Cutler's Gold Enamel Co., 25A Edward Road, Balsall Heath, Birmingham.
Arthur Holden & Sons, Ltd., 218-9. Bradford Street, Birm. Mid. 2413.

PAPER BAG MANUFACTURERS.

Dobson & Crowther, Ltd., Aston Road, Birmingham. East 280.
Smith, Stone & Knight, Ltd., Union Paper Mills, Birmingham. East 843.
Watson & Bal', Ltd., Castle St., Birmingham. Cen. 466.

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Tel. Address : "Tinfoil," Birm.
Telephone No.: 330 Victoria.

Smith, Stone & Knight, Ltd., Union Paper Mills, Birmingham. East 843.

PAPER FASTENER AND CLIP MANUFACTURERS.

Picken & Son, Frankfort Street, Birmingham. Cen. 6719.

PAPER MANUFACTURERS (WATERPROOF).

Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.

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Booth & Co., 32, Hall Street, Birmingham. Cen. 2890.
E. Johnson & Co., 48 Frederick Street, Birm. Cen. 1317. "Zephyr," Birm. Wrapping Paper Specialists.
George E. Lewis & Son, 62 Dudley Street, Birm. Mid. 1089.
Machin & Kingsley, Ltd., 69-71 Cornwall St., Birmingham. Cen. 6289
Millington & Shaldrick, Ltd., 61. Charles Street, Birm. Cen. 7200.
Geo. Smith & Co., 142 Great Charles Street, Birm. Cen. 4022.
James Spicer & Sons, Ltd., 122 Edmund Street, Birm. Cen. 2813.
Stevenson & Co., 74 Church Street, Birmingham. Ceo. 427.
Watson, & Ball. Ltd., Castle St., Birmingham. Cen. 466.

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Young's Paraffin Light & Mineral Oil Co., Ltd., Clissold Lamp Works, New Spring Street, Birmingham. "Paraffin," Birm. Cen. 4135.

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Barker (George) & Brettell, Chartered Patent Agents, 77 Colmore Row, Birm. "Patent," Birm. Ceo. 1300.
Geo. E. Folkes, A.M.I.Mech.E., 16 Bennett's Hill, Birmingham. Cen. 3792, and 70 Margaret St., London, W.1.
Lewis Wm. Goold, A.I.Mech.E., F.C.I.P.A., & Consulting Engineer. Chem. and Elec. Dept., K. L. Goold, F.C.S., A.I.A.E., A.I.E.E., 5 Corporation St., Birm. Cen. 2700.
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24, Temple Row, Birmingham.
H. N. Skerrett, Fellow of the Chartered Institute of Patent Agents, A.I. Mech.E., Associate I.E.E., etc.
W. S. Skerrett (Registered Patent Agent), A.I.A.E.
Telephone : Central 1038. Telegrams : "Skerrett."
Harold J. C. Forrester, 75 New Street, Birm. Cen. 6484. And 88/90 Chancery Lane, London, W.C.2.

PATTERN MAKERS.

Fellows & Darby, Ltd., Feldar Works, Slaney St., Birmingham. Cen. 5921

PEARL BUTTON MANUFACTURERS.

C. Beaumont, 65 Soho Hill, Birmingham. Northern 332.

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BAK-FIN REGISTERED PENS Made By BAKER & FINNEMORE LTD NEWHALL ST. BIRMINGHAM

John Heath &Co., Ltd., 43 Windmill Street, Horse Fair, Birm. Mid. 3045.
Hinks, Wells & Co., 106 Buckingham Street, Birm. Cen. 3761.
Perry & Co., Ltd., Perryan Works, Lancaster St., Birm. Cen. 2457-8-9.
John Mitchell, Newhall Pen Works, Moland Street, Birm. Cen. 5989.
William Mitchell (Branch of British Pens, Ltd.), Bearwood Road, Birm. Smethwick 8.

PENCIL CASE MAKERS.

Francis Webb, Ltd., 44.5 Great Hampton Street, Birm. Cen. 2903.
William Vale & Sons, 82-83 Unett Street, Birm. Cen. 2715.

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Badham Bros., Eagle Works, Halesowen. Phone, 33.
T. Barnfield & Co., 134.6 Conybere St., Highgate, Birm. Mid. 2023.
T. W. Chadwick & Co., 6-7 Moseley Street, Birm. Mid. 1036. Cables, "Mallcarte," Birmingham.

T. H. Cole,
Central Works.
Digbeth,
BIRMINGHAM.
Cen., 1648



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T. Harris & Co., Lion Works, Bradford Street, Birmingham. Mid. 1688. Telegrams: "Bassinette."

Humphry & Barringer, Windmill St., Horse Fair, Birm. Mid. 1140.
James Lloyd & Co., Ltd., Hurst Street, Birmingham. Mid. 1602.
Thomas MacKenzie, Bath Passage, Birmingham. Mid. 836.

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Hodgetts Bros., Ltd., Helm Works, Cherrywood Road, Bordesley Green, Birmingham. Tel. Victoria 292.

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Empire Perfumery Co. (Proprietors Cuxson, Gerrard & Co., Ltd.), Oldbury, near Birmingham. Tel. Oldbury 55.

PETROL ENGINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

PETROL & TENDER LIGHTERS.

Horton & Allday, 195, Warstone Lane, Birmingham. Cen. 1755.

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Samuel Taylor, Ltd., 72 Lionel St. Birmingham. Cen. 1350.

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R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
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T. Norton & Co., 28-29 Carver Street, Birmingham. Cen. 5917.
Taylor & Challen, Ltd., 62, Constitution Hill, Birmingham. Cen. 2244.

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Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

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William Bailey, 38-9 Weaman Street, Birmingham. Cen. 6954.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.
Herbert Terry & Sons, Ltd., Redditch Redditch 61.
Manor Works Co., 58 Albert Road, Aston, Birm. North 630

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Walton & Brown, Ltd., 315, Summer Lane, Birmingham. Cen. 5377.

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Hassall & Singleton, Ltd., Freeman Street, Birmingham. Cen. 3214.
Samuel Smith & Sons, Ltd., Beehive Foundry, Smethwick. Smeth. 56.

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Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5699
Thomas Haddon & Co., Moseley Street. Birmingham. Mid. 1875.
Jesse Haywood & Co., Foundry Lane, Smethwick. Smethwick 242.
London Screw Co., Unicorn Works, Smethwick, Birm. Smethwick 47.
Ephraim Phillips, Ltd., 9-10 Sherbourne Road, Birm. Mid. 1199.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631. Copper, Brass and Aluminium Rivets and Washers.
James Wiley & Sons, Ltd., Darlaston, Staffs. Darlaston 33.

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Charles Harbage, Heath Street South, Birmingham. Cen. 4277.
Heaton & Dugard, Ltd., Shadwell St. Rolling Mills, Birm. Cen. 476-8.
Hudson, Edmonds & Co., Ltd., Sheepcote Street, Birmingham.
Hughes Stubbs Metal Co., Ltd., Plume Street, Aston. East 127.
Richard Jones, Ltd., 7-9 Mary Street, St. Paul's, Birm. Cen. 2292.
Jones & Rooke, Ltd., 86-88 Northwood Street, Birm. Cen. 1628.
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B. Mason & Sons, Ltd., Wharf Street, Rolling Mills, Aston. East 181.
W. H. Moore & Sons, Upper Trinity Street, Bordesley, Birm. Vic. 61.
William Morris & Son (Birmingham), Ltd., Frceth Street, Birm. Edg. 595.
Pitney Rolling Mills, Ltd., Pitney Street, Vauxhall, Birm. East 82.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett Street, Birm. Cen. 6485.
W. Hy. Sheldon, Augusta Street, Birmingham. Cen. 2436.
D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56 & 57.

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J. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add.: "Rules."

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George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.

Charles Rowley & Co., 146-148 Bordesley, Birmingham. Cen 3162.

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"Brainsafes," B'ham. Tel.: Mid. 2215.

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Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

Dart Spring & Sale Co., Overend Street West Bromwich. "Dart," West Bromwich. Tel. 322.

Phillips & Son, Sherborne Street, Ladywood, Birm. Mid. 481.

Thomas Withers & Sons, Sandwell Road, West Bromwich.

Whitfield's Sale & Door Co., Oxford Street, Birm. Cen. 641.

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Thomas Hill, Hampton Street, Birmingham. Cen. 3053.

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W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

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Thomas Bradley, Gt. Hampton Worke, Gt. Hampton Row, Birm. Cen. 5699.

Burton, Delingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.

Butler & Spragg, Ltd., Cambridge Street, Birmingham. Cen. 1927.

Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.

Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.

Thomas Eaves, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.

Guest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham.

Hawkins & Co., Ltd., 329 Cheapside Birmingham. Mid. 824.

Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.

Ilsion & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.

London Screw Co., Unicorn Works. Smethwick. Smethwick 47.

H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.

Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2966-7.

Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.

A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.

Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

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J. F. Craddock & Co, Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

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SHEET METAL WORKERS.

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The Birmingham Guild, Ltd., 43-5 Gt. Charles St., Birm. Cen. 4048/9

W. T. French & Son, Ladywood, Birmingham. Edg. 364.

Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681.

Midland Tank & Iron Plate Co., 243 Heneage Street, Birm. Cen. 298.

G. H. Walker & Co., 87 Cheapside, Birmingham.

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SHOWER ROSES.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

SHROUD MANUFACTURERS.

Fox & Charles, 31-3 Bristol Street, Birmingham. Mid. 2068. Telegrams "Foxcharco." Birmingham.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

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S. Blanckensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.
R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine," Birm. Cen. 7189.
H. Clifford Davis, Harford Street, Birm. Cen. 5602. Speciality:—High Class Silver Enamelware.
W. Devenport, Northwood Street, Birmingham. Cen. 5489.
Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.
Harrison & Hipwood, 6 Warstone Parade East, Birm. Cen. 6796.
Laurence, Emanuel, 14 Warstone Parade, Birm. "Chatelaine," Birm. Cen. 2791. Established 1874.
J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity,"Birm. Northern 496.
Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.
W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.
Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.
Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.
William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.

SLATE (ENAMELLED AND PLAIN).

S. E. Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.
Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.

SLATE MERCHANTS AND CONTRACTORS.

Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333.

SMALL TOOLS.

Brooke Tool Mfg. Co,. Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.
Wm. Mackenzie, 237 Icknield Street, Birmingham.

SMALLWARES (METAL)—*continued.*

J. Nicklin & Co., Ltd.

Safety Pins, Curtain Hooks.

REGISTERED SAJONIC TRADE MARK

Eyelets, Buttons, etc.

Metal Smallwares from Sheet, Rod or Wire.

166 GREAT CHARLES STREET, BIRMINGHAM, ENG.
Cen. 1389.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.
Tiptaft, Ltd., Holyhead Road, Birm. Northern 467.

SOAP MANUACTURERS.

Sapon Soaps, Ltd., 67A Corporation Street, Birmingham.

SOAPS, SOAP POWDERS, ETC.

Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.

SOLDER MANUFACTURERS.

Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.
A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.

SPARKING PLUGS.

Forward Sparking Plug Co., 35 Snmmer Row, Birm. Cen. 6259.
The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.

SPECIAL MACHINED PARTS.

Ilston & Robson, Herbert Road, Birmingham. Vic. 180.

SPECIFICATION NON-FERROUS ALLOYS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. Tel. Office, Mid. 282. Works, Mid. 281

SPELTER MERCHANTS.

Harry Jacobs, Exchange Buildings, New St., Birm. Mid. 1282-3.

SPELTER, ZINC AND LEAD REFINERS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SPIRIT LEVELS (All Kinds).

J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."

SPLIT COTTER PINS.

Arthur Vann & Co., Ltd., Devonshire Street, Winson Green, Birmingham. "Arthuvan," Birm. Cen. 3694.

SPOONS AND FORKS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bolivian," Code, A.B.C. 5th Ed. Tel.: East 319.
Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.
Purcell Bros., 174-8 Hockley Street, Birmingham. Cen. 1382.
William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.
F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

SPRAYERS AND SPRAYING APPARATUS.

Midland Fan Co., Ltd., 212 Aston Road, Birm. Cen. 5463. For Paints, Enamels, Lacquers, etc.

SPRAYERS AND SPRAYING APPARATUS—*continued.*

Benton & Stone, Ltd.

Sprayers, Syringes, and Horticultural Brassfoundry

TRADE "ENOTS" MARK

Registered.

Enots Works, Bracebridge St., Birmingham.
Cen. 7442.

The Four Oaks Spraying Machine Co.

Spraying, Limewashing & Disinfecting Machines of every description.

REGISTERED TRADE MARK THE FOUR OAKS

Spraying Syringes, Spraying Pumps, Engines and Horticultural Brassfoundry.

FOUR OAKS WORKS, SUTTON COLDFIELD, B'HAM.
Four Oaks 5.

Stonehouse Works Co., Spon Lane, Mills, West Bromwich.
Testar & Swain, Florence Works, Pritchett Street, Birmingham.

SPRINGS.

The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.
Dart Spring & Sale Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,
HEADLESS CROSS, REDDITCH.

TRADE MARK. THE SEAL OF EXCELLENCE

Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.
Midland Spring Co., Ltd., 290-2 Summer Lane, Birm. Cen. 6628. Upholstery and General.
George Salter & Co., West Bromwich. West Bromwich 216.
Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125. Tel. "Springs."
West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.
J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.

SPRING MATTRESSES.

Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.

SQUARES, GAUGES, STRAIGHT EDGES.

J. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."

STAIR ROD MANUFACTURERS.

J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.

SPRINKLER TOPS.

The Brass Flask and Capsule Co., Ltd.

METAL CONTAINERS of High Grade Workmanship and Finish.

Manufacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.

33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.

Tel. Add.: "Micrometer," Birm. Cen. 2.

STAMPERS AND PIERCERS.

Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen. 7442.

J. W. Evans & Sons, Ltd.,
Diesinkers and Toolmakers, Stampers and Piercers for Jewellers and Silversmiths, Electro-plate and Art Metal Trades.
Regd. Trade Mark.
"STAMPURS" METAL



For Forces for Stamping Hollow-ware. (No Dross or Loss in Melting.)
Reliance Works, Albion Street, Birmingham.

W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.
George Brown & Co., 6 Berkley Street, Birmingham.
Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.
Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.,
Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.
Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen.1046.
A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.
A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.
Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.
Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.
W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.

STAMPERS (Sheet Metal).

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



TRADE MARK.

All kinds of Electric Netting & Fencing Staples, Cut Tacks, Cut & Wire Gimp Pins. Electro Brassed & Copperod Escutcheon, Panel Pins, Coopers & Tenter Hooks, Wire Nails, Rings. Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.** 'Phone: London Wall 960.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1773 (3 lines).

STATIONERS' SUNDRIES.

John S. Downing & Sons, Ltd., Commercial St., Birm. Mid. 1372.
M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Setten & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Sams Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Staniforth Street, Birmingham. Cen. 6137. Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11. Prince's Chambers, Corporation St., Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Sheare, Corkscrews, Champagne Nippers. Cen. 5766.
G. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings, Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Milliforde."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respirators, Ear Channels, Tubing Clips, etc.

SURGICAL APPLIANCES.

Anderson & Whitelaw, Ltd., Birmingham: Broad St. Corner. Mid. 1349; 166 Balsall Heath Road. Mid. 1154. London: 37 Manchester St., W.1. Liverpool: 35 Canning St. Coventry: 2 The Quadrant. Glasgow: 15 Newton Terrace, Sauchiehall St. Edinburgh: 2 Coates Place.
Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimpton & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Charford Mills, Birmingham.

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CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of

DIAMOND
Trade Mark

Cut Tacks (fine and improved) Cut Gimp Pins Also Wire Nails, Clout Nails, Escutcheon & Panel Pins.
All kinds of Staples, &c.
Export: **HENRY CAMPBELL,** 58, Basinghall Street, E.C.2. Phone: London Wall 960.

Frank Shaw & Co.,
LIMITED,

BAYONET GROOVED STEEL TACKS

84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.

TAPER COTTER PINS.

Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

"FREMO"
TAPER PINS,
COTTERS, ETC.,
ARE RELIABLE.

FREDK. MOUNTFORD,
Fremo Works, Old Cross St., BIRMINGHAM.
Telegrams: "Fremo," Birmingham. Phone: Central 6081.

TENNIS GUT STRINGS.

Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

TESTING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.

TELEPHONE INSTALLATIONS.

THE BIRMINGHAM PRIVATE TELEPHONE
RENTAL TERMS
EFFICIENCY NEW SYSTEM GUARANTEED
COY. LTD.
Send for our Brochure.
174 Corporation St., BIRMINGHAM.
Phone: 7159 Cen. Tel.: Telepathic.

The British Telephone Supply Co., 14-15 Snow Hill, Birm. Cen. 6392.

THIMBLES.

The Iles Thimble Works,

THE BRITISH ILES THIMBLES

Highgate Street, Birmingham.
Mid. 437.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

TIME RECORDER MANUFACTURERS.

National Time Recorder Co., Ltd., Easy Row, Birmingham. Cen. 3655.

TIN AND COPPER-WARES.

Griffiths & Browett, Ltd., Bradford Street, Birmingham. Mid. 632.
Matthew J. Hart & Sons, Ltd., Gt. Barr St., Birm. Vic. 310.

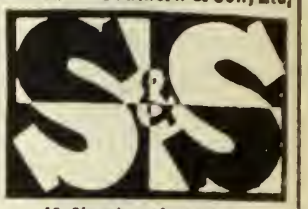
TIN BOX AND CAN MAKERS.

G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271.

TIMBER MERCHANTS AND IMPORTERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529.
George Shipway, Moseley Street, and Camp Hill, Birmingham.
Williams & Farmer, Worcester Wharf, Bridge St., Birm. Mid. 444.

James W. Southern & Son, Ltd.,



42 Chamber of Commerce Buildings, Birmingham.
Telephone: Mid. 667.
Head Office:
Store Street Saw Mills, Manchester.
Timber for all purposes.

TIN HOLLOW-WARE.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

TINMEN'S MACHINES AND TOOLS.

George Kendrick, Ltd., Wakefield Wks, Bradford St., Birm. Mid. 1648.

TIN AND IRON PLATE WORKERS.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.
H. J. Hookham & Sons, Ltd., Charles Henry Street, Birm. Mid. 275.
McCutchon & Co., 49-55 Moseley Road, Birmingham. Mid. 1303.
Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birm. Vic. 195.
Randle & Smith, Rea Street South, Birmingham. Mid. 346.
G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271

TINNERS (SHEETS AND TUBES).

Richard Poolton & Sons, 80 Hurst St., Birmingham. Mid. 834.

TIN PLATE MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Henry J. Sayer, 24-28 Summer Row, Birmingham. Cen. 233 & 1618.

TIN TOY MANUFACTURERS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
Wm. Hunt & Sons, 109 Gerrard St., Birmingham.
The Novelty Manufacturing Co. 240 Broad Street, Birmingham.

TOBACCO MANUFACTURERS.

James & Co. (Birmingham), Ltd., 45 New Street, Birm. Cen. 5670.

TOBACCO PIPES.

The Jackson Asbestos Manufacturing Co., Ltd., 27 Rea Street South, Birm. Jackson's Patent Asbestos Pipes, etc.

TOOL GRINDERS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

TOOL HANDLE MAKERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529, 807, 4333

TOOLS (CARPENTERS AND JOINERS').

Atkin & Sons, Ltd., Sheffield Works, Rea St. South, Birm. Mid. 480.

TOOL MAKERS.

Handley & Wilkins, Ltd., Century Works, Commercial St., Birm.

TOOLS (ENGINEERS').

Thomas Ghatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
The Highgate Tool Co., Ltd., Angelina Street, Birm. Mid. 471. Vices spanners, pliers, planes, etc.
Horwood & Co., Hall Street, Dudley. Tel. No. 2264. Taps, Dies, Twist Drills, Hack Saw Blades, Files and Small Tools.
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
Thos. Newey & Sons, Ltd., St. Mary's Row, Birmingham. Cen. 1761.

Wynn, Timmins & Co., Ltd.,
Manufacturers of Steel Toys. Engineers' Tools, Stampers and Piercers.

Trade R T S Mark.

Century Works,
Commercial Street, Birmingham.

TOY AND NEGRO BELLS AND RATTLES.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

TOYS (CONSTRUCTIONAL).

W. Bailey, 38-9 Weaman Street, Birmingham. Cen. 6954. (Building Toys (Metal, "Kliptiko" and "Wsnehrik" Specialities.)

TRADE PROTECTION

The British Traders' Association for the Protection of Trade, 12 Cherry Street, Birm. Cen. 4399.
The Wholesale Traders' Association, Ltd., 26, Corporation Street, Birm. Cen. 7100. Also at Sheffield and London. Specially dealing with the Hardware, Furnishing and Metal Industries. Most leading Houses are already members. Advice as to opening new accounts, and also when to close. Write for terms.

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TRANSFERS
FOR ALL PURPOSES IN GOLD, VEGETABLE OR MINERAL COLORS
J. H. BUTCHER & Co
BIRMINGHAM.

H. M. Stevenson, 51 Great Charles Street, Birmingham. Cen. 5444.
Tearne & Sons, Ltd., All Saints Road, Birmingham. Cen. 237. Est. 1856

TRANSPORT BANDS.

Acme Transport Bands, Ltd., St. Peter's Place, Broad Street, Birm.
H. James & Co., Ltd., Rolfe Street, Smethwick, Birm. Smethwick 68.

TRAVELLING TRUNKS (STEEL).

T. O. Cole, Ltd., Ash Road, Saltley, Birmingham. East 313.

TUBES AND FITTINGS.

Midland Iron & Hardware Co., Ltd., Cradley Heath, Staffordshire.

TUBES (BRASS AND COPPER).

William Bayliss, Ltd.,
Manufacturers of Brass and Copper Tubes, Steel Tubes, Brass-Cased Tubes.

W.B TRADE MARK. BRAND

Sheepcote Street, Birmingham.

"Drawbench," Birm. Mid. 1409 (2 lines).

Charles J. W. Barwell, Norton Street, Hockley, Birmingham, Solid Drawn and Brazed Brass and Copper Tubes for all purposes.
Benton & Stone, Ltd., Aston Brook Street, Birmingham. Cen. 7442.
Charles Clifford & Son, Ltd., Fazeley Street, Birmingham. Cen. 3634.
Delta Metal Co., Ltd., Dartmouth St., Birmingham. Cen. 3206.
Dobbs Bros., Ltd., Great Tindal St., Birmingham. Mid. 1544.
Dugard Bros., Ltd., Bridge Street West, Birmingham. Cen. 98.
Earle, Bourne & Co., Ltd., Heath Street South, Birm. Cen. 2941. Solid Drawn and Brazed Brass, Copper, Square, Ornamental Shaped Moulding, etc.
Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birm. "Everitt," Birm. Brass and Copper.
Gibbins & Bodenham, Rotton Park Street, Birmingham. Edg. 1380.
Grice, Grice & Son, Ltd., Nile Street, Birmingham. Mid. 22.
Hudson & Wright, Ltd., Grove St. and Halberton St., Birmingham. Smethwick 85.
Williams Bros. & Piggott, Ltd., Herbert Road, Small Heath, Birmingham.

TUBE ROLLING MACHINERY.

Ewen & Mitton, Sheriock Street, Birmingham. Mid. 1402.

TUBES (STEEL AND IRON).

Accles & Pollack, Ltd., Oldbury. Tel. No. Oldbury 111.
The Britannia Tube Co., Ltd., Glover St., Birmingham. Vic. 192.
Buckley's, Ltd., Cornwall Road, Smethwick, Birm. Smethwick 46.
Foster Bros., Ltd., Leahrook Tube Works, Wedneshury.
James McDougall, Ltd., Mestycroft, Wedneshury. Wedneshury 31.
The Metallic Seamless Tube Co., Ltd., Wiggin Street, Birm. Cen. 1168.
Oriental Tube Co., Ltd., Church Lane, West Bromwich. West Brom. 45.
John Spencer, Ltd., Globe Tube Works, Wednesbury.
Stewarts & Lloyds, Ltd. Broad Street Chambers, Birmingham.
Victoria Tube Co., Ltd., Great Bridge, Tipton, Staffs.

TUBES (WELDLESS STEEL).

Bromford Ltd., Wheelwright Road, Erdington, Birm. Erdington 20. Tel. "Tubrom," Birmingham.
Tubes Ltd., Rocky Lane, Aston, Birmingham. East 871. Telegrams: "Cylinders," B'ham.

TURRET LATHES.

Alfred Herbert, Ltd., 208, Corporation Street, Birm. Cen. 2110.

TWINE, ROPE, AND CORD MANUFACTURERS.

G. E. Mewis, Midland Ropery, Birm. Cen. 741.
Millington & Sheldrick, Ltd., Great Charles Street, Birm. Cen. 7200.

TYPEWRITERS (SUPPLIES AND REPAIRS.)

Ex-Serviceman's Co-operative Enterprise Society, Ltd., 31, Staines Road, Hounslow. Hounslow 394.

TYPEWRITING AND DUPLICATING.

Letts & Lund Typewriting Bureau, 25a, Paradise St., Birm. Cen. 7493.

UMBRELLA RIB MANUFACTURERS.

W. Newton, Ltd., Star Works, Vincent Parade, Birm. Mid. 1086. Telegrams: "Fluted," Birmingham.

UNDERWRITERS (MARINE).

National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
C. Sharrock & Co., 95-8 Exchange Buildings, Birm. Mid. 1202.

VACUUM CLEANERS.

Vacuums, Ltd., 28 Martineau Street, Birm. Tel.; "Sidehoard," Birm.
Zorst Vacuum Cleaner Co., Birmingham. Cen. 2835.

VALVES (Petrol Engine, etc.).

Hughes-Johnson Stampings, Ltd., Langley Green, Birm. "Engines," Langley, Worcs. Oldbury 260-1-2.

VARNISH, LACQUER AND PAINT MANUFACTURERS.

Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
Arthur Holden & Sons Ltd., 218-9 Bradford Street, Birm. Mid. 2413.
Thomas Merry & Co., Ltd., 75-76 Suffolk Street, Birm. Mid. 503.
Merry & Minton, Ltd., Alcester Street, Birmingham. Mid. 1914.
Llewellyn Ryland, Ltd., Balsall Heath Works, Birm. Mid. 527.

VENTILATING ENGINEERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.
Midland Fan Co., Ltd., 212 Aston Road, Birmingham. Cen. 5463.

VERMIN TRAP MANUFACTURERS.

The Mark Patent Co., Ltd., 107A Icksbrook Road, Bath. Sole Makers and Patentees of the "EZISET" Vermin Traps.

WAITERS AND TRAYS.

Baker & Walsh, Ltd., Hospital Street, Birmingham. Cen. 6665.
Carpathian Manufacturing Co., 34-44 Northwood Street, Birm.
Samuel Groves & Co., Ltd., Musgrave Road, Soho, Birm. Cen. 220.

WASHERS.

W. Parkins, St. Clement's Road, Nechells, Birmingham. East 270. Leather, Fibre, Asbestos, Hydraulic Cup Leathers, etc.

WASHERS (COPPER AND ASBESTOS).

Copper & Asbestos Washer Co., 111-12 Livery Street, Birmingham. Cen. 1467. "Copwash," Birm.

WASHERS (COPPER AND BRASS).

David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

WASHERS (IRON, STEEL & BRASS).

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.

WASTE PAPER.

The Birmingham Waste Co., Ltd., 36-37 Moland Street, Birmingham.

WATCH CASE MANUFACTURERS.

Dennison Watch Case Co., Ltd., Handsworth, Birm. Northern 59.

WATER FITTINGS (Brass Standard).

Sam. G. Mason, Ltd., Standard Wks., Alcester. Alcester 4. Tel. Address, "Nosam," Alcester.

WATERPROOF PAPER MANUFACTURERS.

Millington & Sheldrick, Ltd., Great Charles Street, Birm. Cen. 7200

WEAVERS' MAIL MANUFACTURERS.

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CENTURY WORKS, ASTON BROOK STREET, BIRMINGHAM.
Telephone: Central 4272. Telegrams: "Mailing, B'ham."

WEIGHING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.
Day & Milward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.
G. & B. Morvan, Ltd., Cardigan St., Birmingham. Cen. 3596.
George Salter & Co., Ltd., West Bromwich. West Bromwich 216.

WELDERS (Acetylene).

Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.

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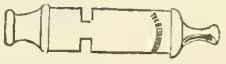
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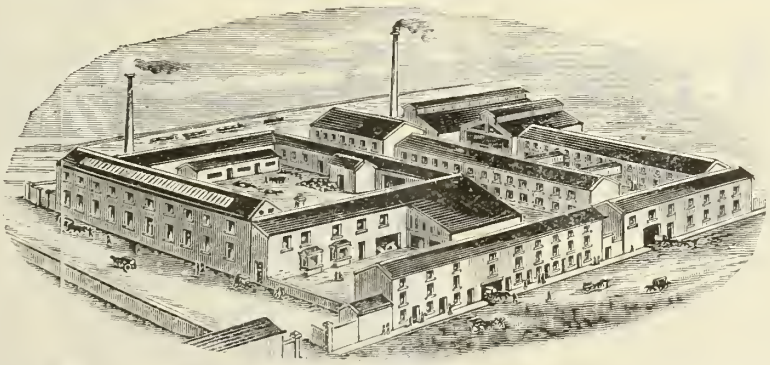
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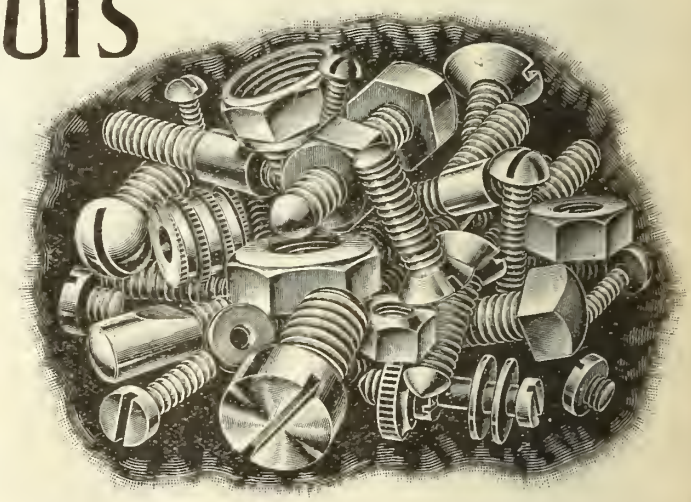
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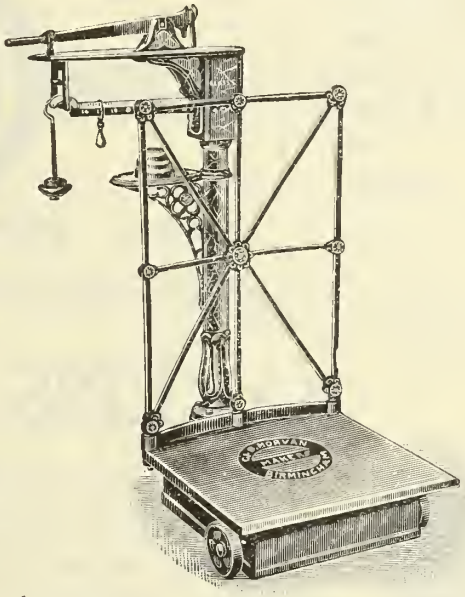
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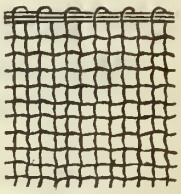
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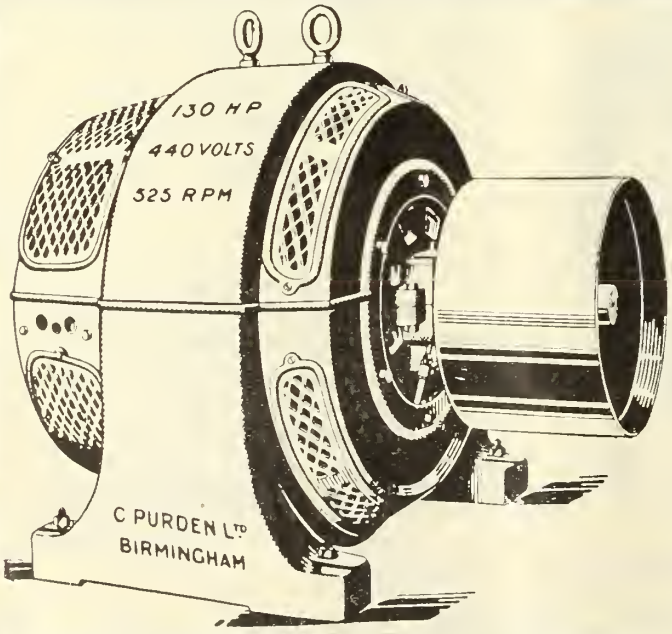


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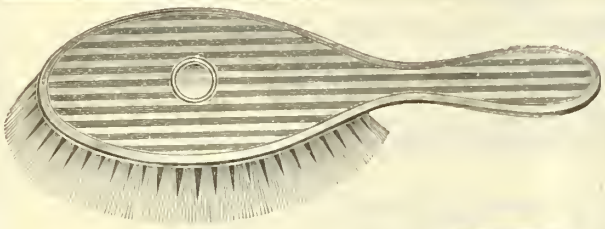
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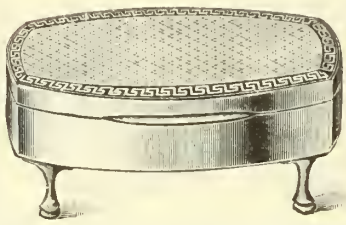
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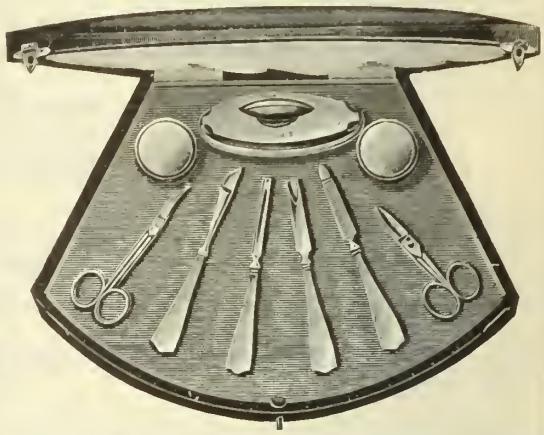
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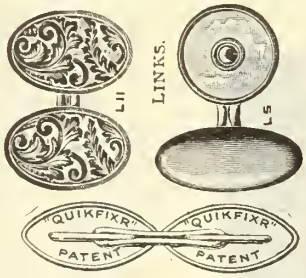
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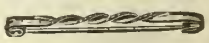
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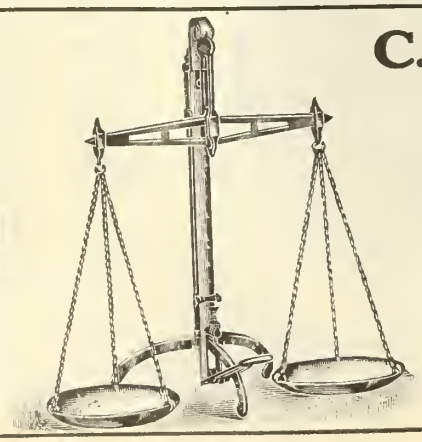
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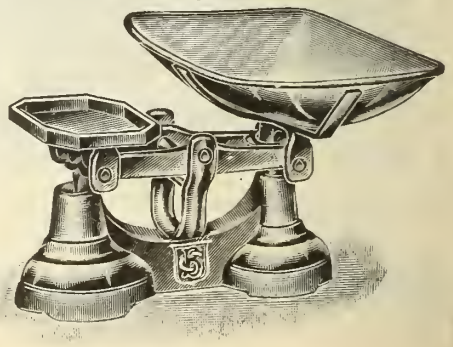
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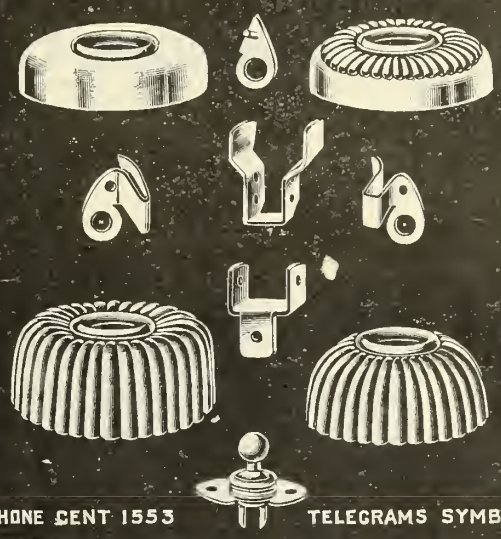


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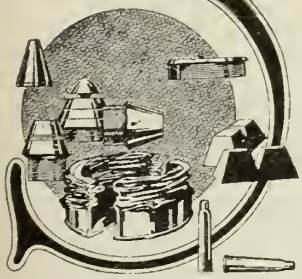
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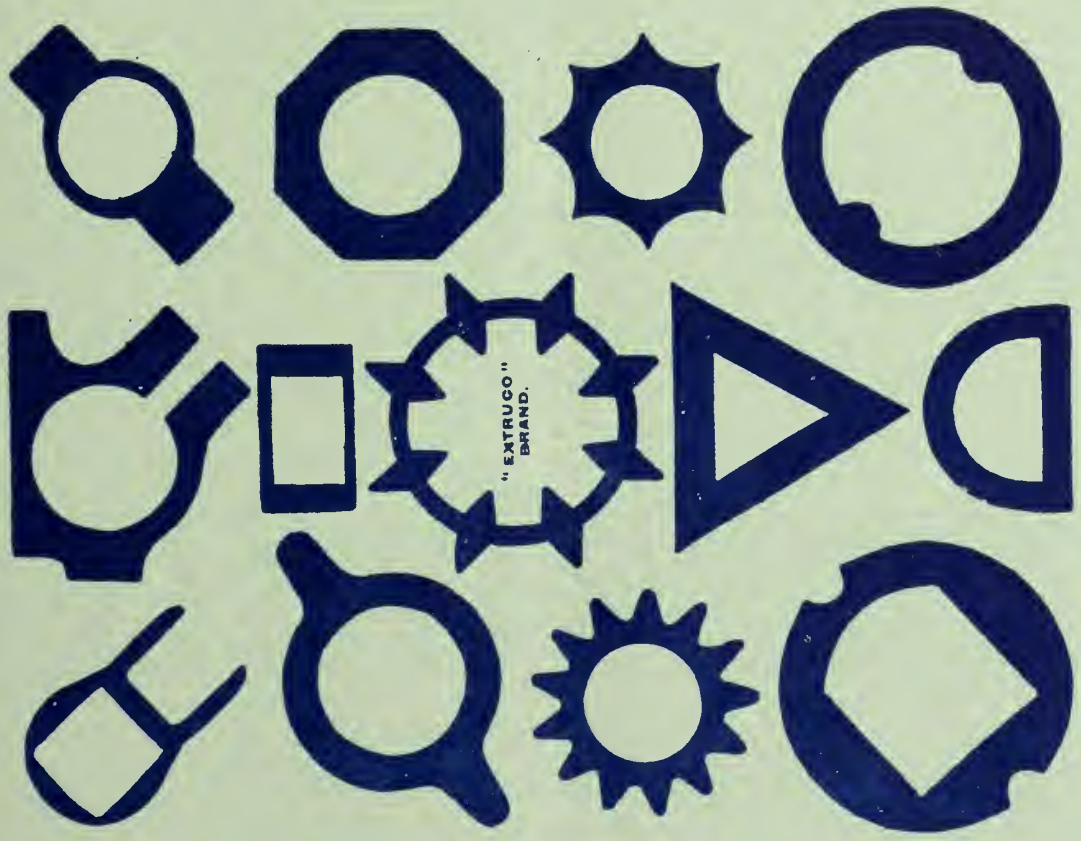
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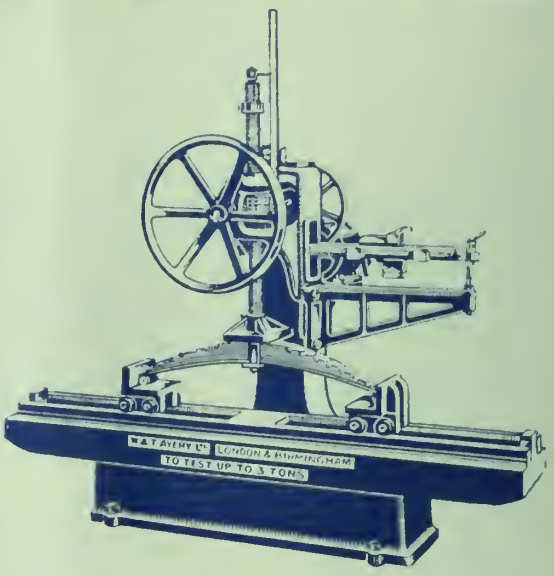
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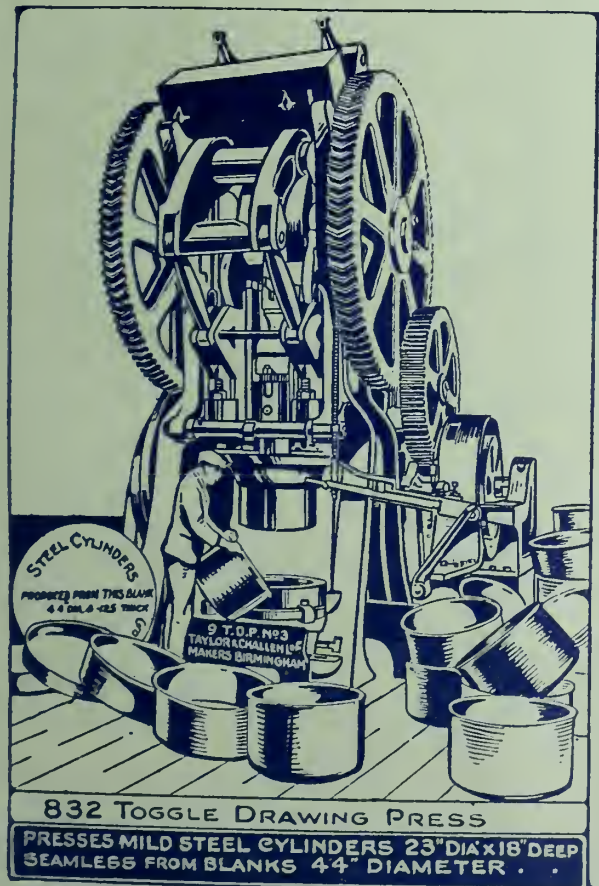
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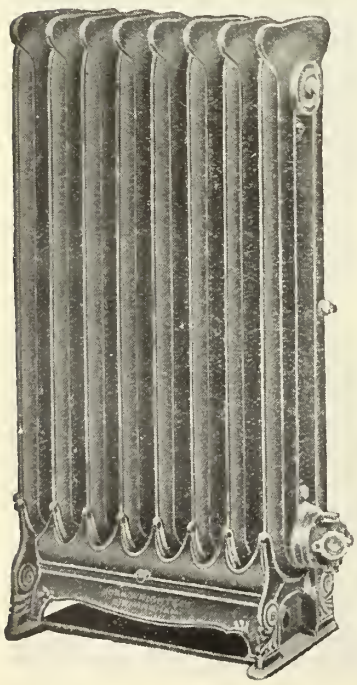
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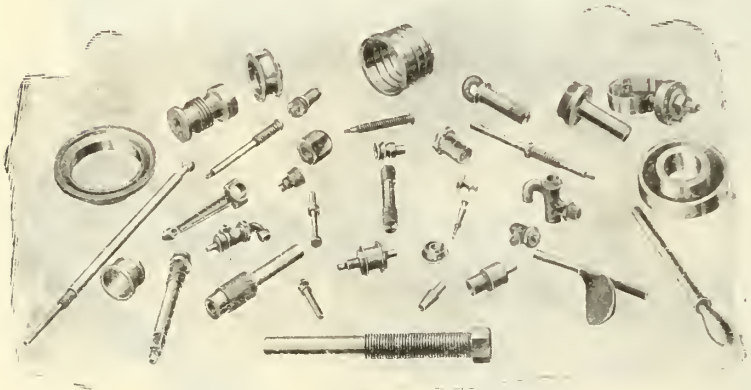
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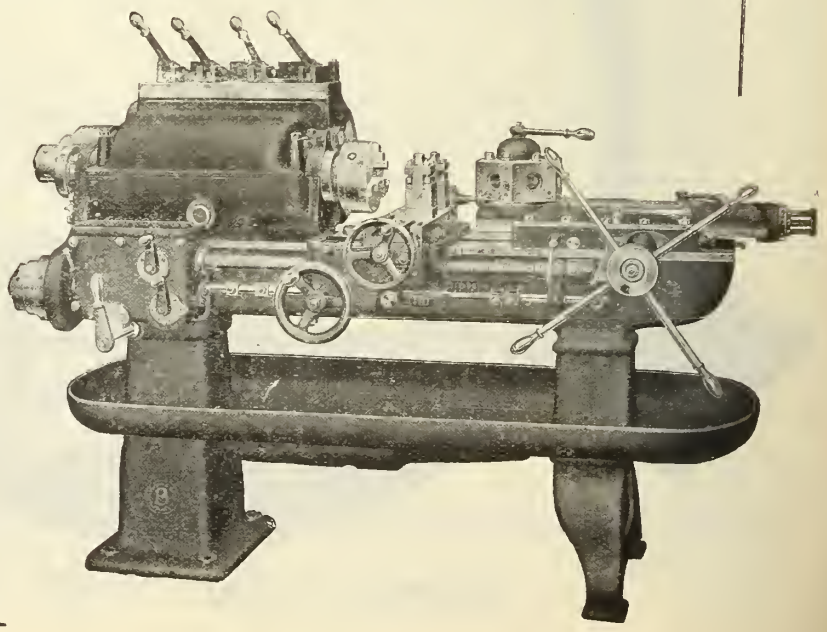
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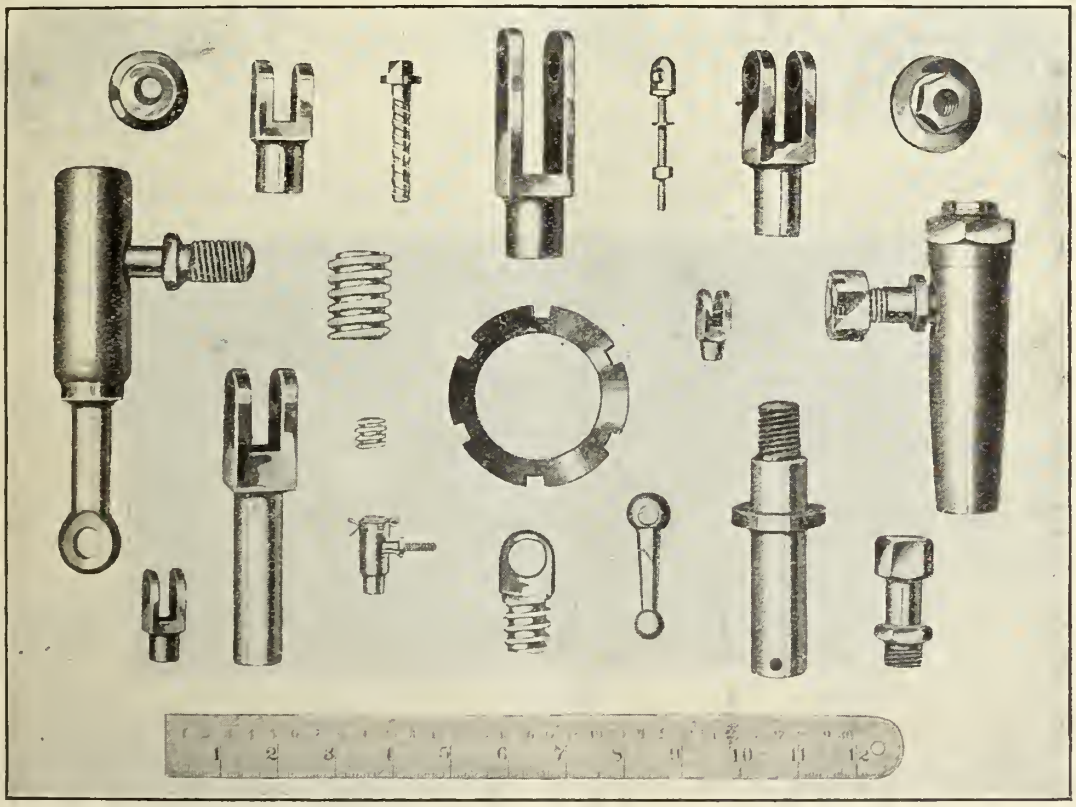
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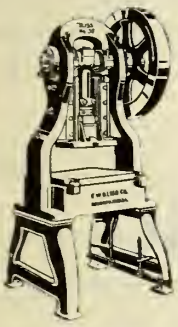
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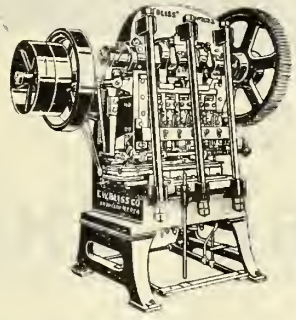
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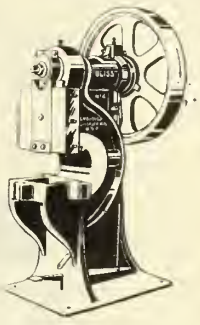
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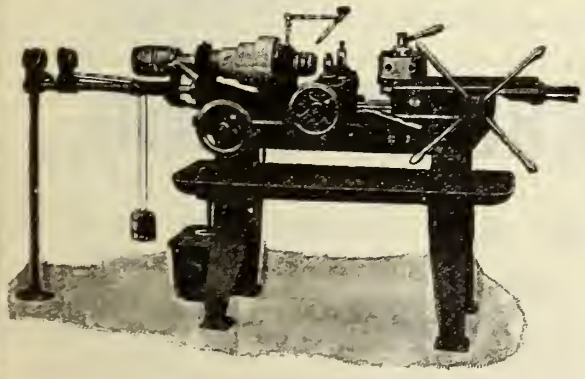
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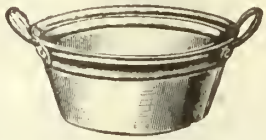


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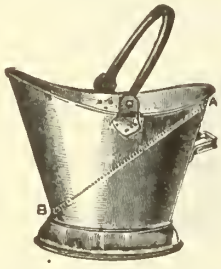
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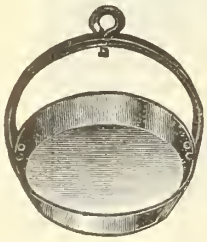
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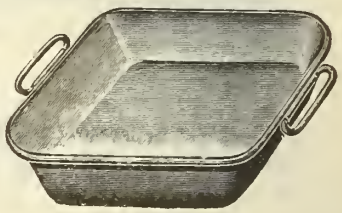
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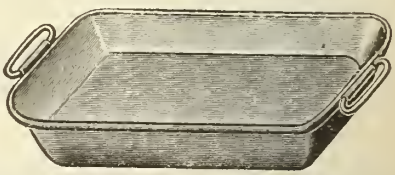
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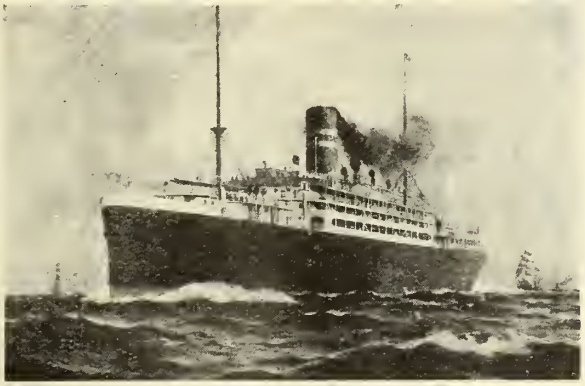
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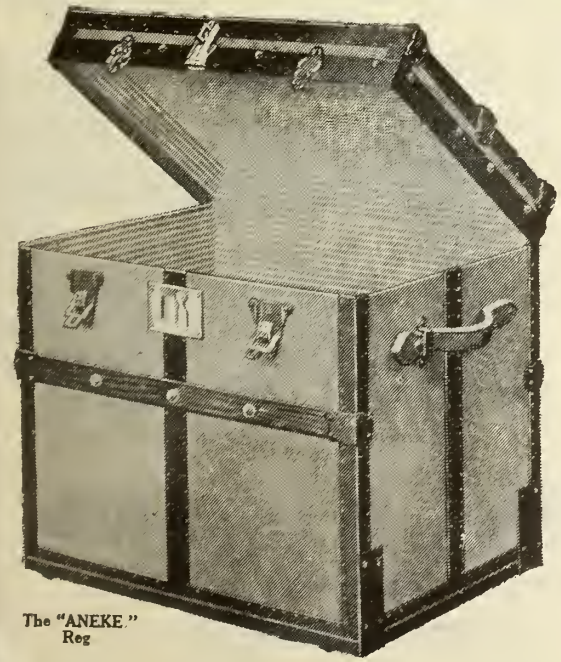


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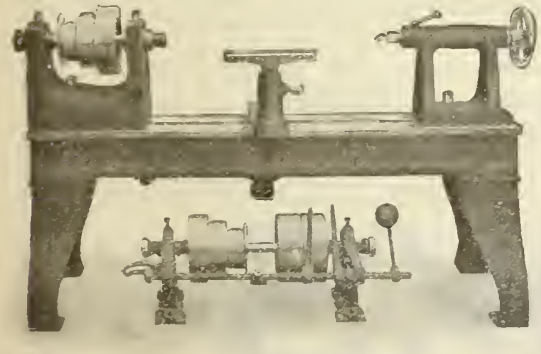
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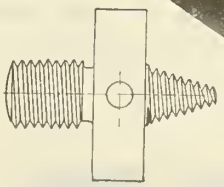
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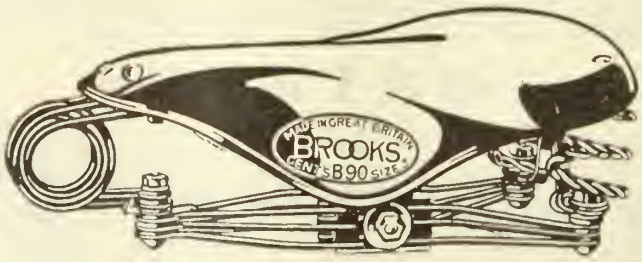
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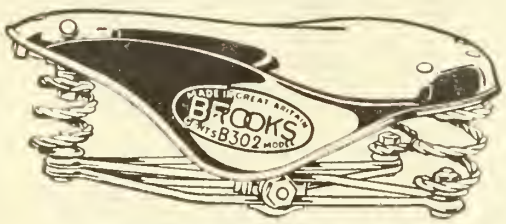
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THE

Birmingham Chamber of Commerce Journal.

Vol. 20. New Series. MARCH 15TH, 1922. No. 231.

Editorial Notices.

The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

Inquiries for advertisement spaces should be addressed to the Birmingham Chamber of Commerce (Incorporated), 95, New Street, Birmingham.

Chamber Notices.

Offices:—Chamber of Commerce, New Street, Birmingham.

Office Hours:—9.30 *a.m. to* 5 *p.m.* (*Saturdays*, 9.30 *a.m. to* 12.30 *p.m.*)

Telephone:—Midland 1712 (**3** *lines*).

Telegraphic Address:—"*Birchamcom, Birmingham.*"

The Chamber is able to give or to obtain information respecting Railway Rates and Conditions. Tariffs, Customs Regulations, Openings for Trade, appointment of agents abroad, and other commercial matters.

Certificates of Origin, etc., may be obtained on application to the Secretary.

Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

Report of Council for Year 1921.

(1) Two years ago your Council emphasized the need for every effort to be made to further the commercial and industrial reconstruction of the country. In their last Annual Report they stated that the need had increased, and it is with much regret that they have to place on record the fact that the year 1921 has been, perhaps, the worst ever experienced in Great Britain. There has been unprecedented financial, economic, commercial, and industrial depression, accompanied, as might be expected, by a disastrous amount of unemployment. At one time the number of totally unemployed was over 2,000,000, and it was estimated that expenditure at the rate of over £200,000,000 per annum was being incurred by the State and Local Authorities in providing relief for those in distress.

(2) At the beginning of 1921 there were not a few authorities who were looking forward confidently to some improvement in the general position, but any hopes that might have been entertained were destroyed by the national stoppage in the coal industry which commenced in the spring and lasted for over thirteen weeks, resulting in an enormous direct and indirect loss to the country and also adversely affecting many foreign countries which relied upon Great Britain for their supplies of manufacturing fuel, and were substantial buyers of British products.

(3) A year ago your Council repeated the hope expressed twelve months earlier that His Majesty's Government and Parliament would sanction no schemes involving huge expenditure, but the reduction in national outgoings has not so far been anything like what the condition of the country demands. Taxation has been maintained at an excessive level, and a crushing burden has thereby been imposed on commerce and industry. For many years before the war statesmen, economists, financiers, and commercial men insisted that there was a level beyond which taxation cannot go without injuring the nation. That limit

was reached and greatly exceeded during the war, and now, three years after the armistice, there has been no reduction except in the abolition of the Excess Profits Duty. Income tax remains at the stupendous level of 6s. on ordinary incomes, with a heavy super-tax on higher incomes, and as a result huge sums of money which would formerly have been absorbed in commerce and industry have been paid into the Exchequer to meet the grossly extravagant demands of the Government and its many departments. Faced by a grave crisis the Government towards the end of the summer of 1921 appointed the Geddes Committee, whose Reports are now before the country, and your Council sincerely hope that as a result of the recommendations contained in the Reports, His Majesty's Government and Parliament will insist upon many drastic reductions in national expenditure.

(4) It is not only in National Expenditure that extravagant expenditure has prevailed. Commercial men and other citizens have viewed with alarm the rapid growth of local expenditure, involving rates in great industrial centres varying from, say, 18s. to as much as 30s., and in one or two cases even more in the £. The situation in this respect has been considerably aggravated by the enormous sums which have had to be disbursed by Local Authorities for the relief of the unemployed and their families.

(5) During the past year much progress has been made between employers and employed in the great task of adjusting wages to meet the needs of the situation. Had the terms of settlement of the coal strike been agreed upon before the stoppage the economic condition of the country to-day would have been more favourable than it is. Considerable losses of capital have already been sustained, but it is being increasingly realised on both sides that adjustments in wages and in profits must continue to be made, together with further economy in management, before anything like normal conditions can be secured. Added to this there must be rigid economy on the part of the Government, Local Authorities, and private individuals, and things which cannot be conveniently afforded must be done without until better times return.

Chamber of Commerce Buildings.

(6) Your Council record with intense satisfaction that the reconstruction of the Chamber of Commerce buildings was finally completed during the year, and that the Chamber now possesses a House of Commerce of which Birmingham and the district may well be proud. Unfortunately, the reconstruction had to be carried out at a time when the costs of materials and wages were high, with the result that the general finances of the Chamber are now heavily-burdened. In the carrying out of the work every possible economy was exercised and many things which might otherwise have been done to add still further to the amenities of the buildings have been deferred until the greater part of the burden referred to has been removed.

(7) As members will recollect, the purchase of the buildings was made possible by the generous donations of 1,000 members to the Development Fund. These donations amounted altogether to £44,500, but, obviously, it has not been possible to add to the fund since commercial and industrial depression first began to settle on the city. To complete it a further sum of at least £10,000 is required, and when trade and industry revive your Council feel sure that members who have not already subscribed will assist in the completion of the fund. By so doing they will be strengthening the Chamber and thus assisting themselves and the mercantile and manufacturing interests of the city and district.

(8) The Birmingham Chamber of Commerce Club was formally opened to members in the early spring of 1921. Since that time there has been a steady growth in the membership which now numbers 782. Your Council have excellent reason to believe that members who have joined are very well satisfied. Every effort is made to provide for their convenience and comfort, and it may be regarded as certain that the membership will continue to grow.

(9) During the year the Assembly Hall, the Council Room, and the Committee Rooms have been in daily use for meetings of the Chamber and its Committees, for commercial, trade and industrial conferences, and for meetings of limited companies, trade associations, technical, scientific, educational and professional societies and institutions. Seeing that over 2,366 meetings have been held during the year, it will be seen that the demand for accommodation has been highly satisfactory.

Ordinary Work of the Chamber.

(10) During the year 1921 the transaction of the business of the Chamber involved the holding of 10 general meetings; 13 Council meetings; 139 Committee meetings; 26 meetings of trade sections; 7 trade and other meetings, making a total of 195 against 67 in 1914; 90 in 1915; 106 in 1916; 144 in 1917; 159 in 1918; 150 in 1919; and 168 in 1920. Following the

practice which has prevailed for nearly twenty years, a full account of the proceedings of the meetings referred to has been published in the *Journal* month by month, so that it is not necessary to refer to them in detail in this report. As in past years, therefore, your Council propose in the following paragraphs to present a summary only of the more important questions dealt with and the business transacted. This will be sufficient to enable members of the Chamber to realise the great number and the importance of the subjects affecting the commercial and manufacturing community which have come up for consideration and for action. It need only be added here that your Council and the Committees have strenuously endeavoured throughout the whole year to maintain the position and the influence of the Chamber, both locally and nationally. The strength of the commercial organisation of the country through the Chambers of Commerce has considerably increased during the year, and it may confidently be said that never in their history have they been more useful and powerful than they are to-day.

It is desirable here to remind members that in addition to the valuable services rendered by the Council in the joint interests of traders, services are also rendered by the secretary and his staff to individual members. It is estimated that the applications for advice and information last year numbered from 18,000 to 20,000, and from 60 to 70 daily. As, however, the bulk of this work is of a confidential character, and affects only the individual firms concerned, it does not come formally before the Council, and no record of it can be published in the Journal.

British Industries Fair.

(11) Notwithstanding the adverse conditions which prevailed the second British Industries Fair (Birmingham) which was held for ten days in February-March at Castle Bromwich, was a pronounced success. It was naturally more representative than the first Fair held in 1920, and although the value of the orders placed was perhaps not so great as might have been desired, this was due entirely to the commercial and industrial depression which was world-wide in its scope. The Fair constituted, however, a great national advertisement of the wide range of manufactures in the classification for the production of which England and especially the Birmingham and Midland hardware and engineering district stand supreme.

General Purposes Committee.

(12) At the beginning of the year, your Council were engaged in considering an Australian Proclamation providing that tinned goods, the metal coating of which contained more than one-quarter grain of arsenic per lb., were prohibited to be imported into the Commonwealth. Investigations were made and it was ascertained that no commercial tin was obtainable which could possibly comply with the Australian Regulations ; moreover, it was ascertained on the best possible medical authority that the articles produced by British manufacturers were entirely innocuous. Representations were accordingly made to the Board of Trade and a deputation from the Chamber waited upon the Board. As a result the Board cabled out to their representative in the Commonwealth with a view to the matter being taken up with the Australian authorities. A communication was subsequently received by the Chamber from the Commonwealth offices, intimating that, for the present, consignments of the goods in question would be sampled for the presence of arsenic at infrequent intervals only, and that such consignments as might be sampled would not be detained pending the result of analysis.

(13) The difficulties of trading with India caused Birmingham traders some anxiety, due to the widespread cancellation of orders. Your Council sent cablegrams to the Bombay, Calcutta and Karachi Chambers of Commerce, asking for an explanation of the crisis and for suggestions as to a remedy. The fullest possible information was received from those Chambers of Commerce on the crisis.

(14) The attention of the Council was directed to the forms issued periodically by the Statistical Department of the Ministry of Labour for a return to be made by employers, of the number of people employed by them, and the distinction between male and female employees and persons under and over 18 years of age. During the war, employers supplied the information required willingly as it was believed that it was of national importance that such particulars should be available, but the Council informed the Ministry that they felt such information was now of little, if any, practical importance, and, furthermore, involved unnecessary expenditure on staff and stationery. The Ministry, in their reply, stated that it was highly desirable that the information derived from the inquiry should be at the disposal of the Government and the members of the House of Parliament, but your Council reiterated their previous opinion.

(15) The British Nationality and Status of Aliens Act, 1914, was considered by the Council on a communication from the Sao Paulo British Chamber of Commerce, referring to the grave discontent which existed amongst the British community owing to the operation of the Act, and stating that it was felt that it was unjust to His Majesty's subjects residing in foreign countries that there should exist legislation which prevented the registration of children of British parents, as British subjects. Your Council agreed that the matter was of great importance to British interests, particularly in connection with the development of Empire trade and representation was made to the Secretary of State, urging that the matter should receive careful consideration and expressing the hope that it would be found possible to afford some relief. This question was mentioned at the Imperial Conference held later in the year, and the matter was referred to a special Conference held at the Colonial Office. At this meeting the Home Secretary put forward proposals which provided for the acquisition of British nationality by persons of British descent of the second and subsequent generations where abroad, subject to the following conditions :—

(*a*) Registration at birth.

(*b*) Renewal of registration as British subject at majority.

These proposals were in accordance with the views expressed by the Council, and were approved and commended by the Conference to the favourable consideration of the Government, and of the Governments of the Dominions and India.

(16) The increased telephone charges proved a vexed question, and your Council made representation to the Postmaster General that the charges were grossly excessive. They have also co-operated with the Association of British Chambers of Commerce on the matter.

(17) In February, the Postmaster-General advised the Chamber that he had under consideration a proposal to despatch the Indian Mail from London on a Wednesday evening, twenty-four hours earlier than usual, but, before coming to a decision, he desired to have the views of the Birmingham Chamber. After careful investigation made by the Secretary among a number of important establishments trading with India, your Council arrived at the conclusion that the proposal could not be supported. It was pointed out that very often traders in dealing with letters that required investigations being made, found some difficulty in replying by the outgoing mail. Your Council, therefore, expressed the opinion that the proposal would cause considerable inconvenience to traders having Indian correspondence, as the time allowed under the proposed arrangements would be inadequate. The Postmaster General abandoned the proposal.

(18) Complaints reached the Chamber with reference to a new Post Office Regulation respecting the insurance of parcels containing jewellery to places abroad. The Regulation provided that :—

> "A parcel containing jewellery, as defined on page 30 of the Post Office Guide, if addressed to any foreign country or British Possession included in the Insurance system, must not exceed in value the amount for which it can be insured, and must be insured with the Post Office for its full value. This regulation applies equally to cases in which insurance is possible for part of the journey only. A parcel containing jewellery, if addressed to a foreign country or British possession not included in the insurance system, must not exceed £100 in value. The same restrictions apply to parcels containing jewellery received from abroad. Any parcel posted in this country or received from abroad in contravention of these regulations will generally be returned to the sender."

Representation was made to the Postmaster, urging some modification of the Regulation, and subsequently a deputation consisting of representatives of the Birmingham Chamber of Commerce, the London Chamber of Commerce, and the Birmingham Jewellers' Association, waited upon the Postmaster General and pointed out the serious objections to the requirements. The Postmaster General afterwards informed the Chamber that he had decided to remove the restriction referred to. The Regulations formerly in force were accordingly re-introduced on the 11th August, with the addition that any parcel containing jewellery, exceeding £100 in value would be required to be packed in a box not less than 3ft. 6in. in length and girth combined. Whilst exporters of jewellery were satisfied with the re-introduction, the conditions imposed by the Postmaster as to the dimensions of the boxes were considered to be a hindrance to the trade, and the Council again made representations to the Postmaster, urging that the old regulations should be re-introduced, without any qualification.

(19) The General Purposes Committee in April, met Major General Sir W. Sefton Brancker, and discussed with him the question of Aerial Transport. Major General Brancker referred to the importance and the value of Aerial Transport to commerce, and expressed

the opinion that aviation should be treated more efficiently and intelligently than heretofore. Your Council passed a Resolution which was forwarded to the Air Ministry, suggesting that at any future Conferences on the question the leading Chambers of Commerce should be asked to participate. This suggestion was adopted and the Chamber was represented at the Air Conference held in February, 1922.

(20) On a number of occasions during the year, the General Purposes Committee considered the question of the proposed new road between Birmingham and Wolverhampton. A deputation from the Committee, including Mr. Geo. Sankey, the originator of the scheme, waited upon the Public Works Committee of the Birmingham Corporation, and urged the early construction of the new road, it being contended that it was necessary in view of the development of motor traffic and that the scheme would provide much work for the unemployed. The Public Works Committee, whilst quite sympathetic, explained that financial stringency prevented their entertaining the proposal, especially as no part of the proposed new road was within the city boundary. A communication was addressed to a number of Chambers of Commerce and Trade Organisations in the district with a view to a joint representation being made to the Ministry of Transport, and at a later date the Secretary accompanied the City Engineer to the Ministry of Health on the subject. More recently, the Lord Mayor of Birmingham convened a Conference of Local Authorities and Trade Organisations, to discuss the matter and a sub-Committee of representatives of Local Authorities was appointed to prepare a scheme on an equitable basis, containing the proposed proportions of financial contribution for submission to each of the Local Authorities concerned for approval.

(21) In June, your Council directed a letter to be sent intimating that the Birmingham Chamber of Commerce would support the proposal of the International Chamber of Commerce, that in the whole world, uniformity of weights and measures should be adopted.

(22) Numerous complaints were received by the Chamber with reference to the provisions of the Australian War Precautions Repeal Act. Serious objection was taken by the traders in this district to the information they were required to furnish to the Customs Authorities. The matter was discussed at the Annual Meeting of the Association of British Chambers of Commerce, and the Birmingham Chamber addressed a letter to Mr. Hughes, Prime Minister of Australia, with a view to his receiving a deputation. At a later date, it was reported to your Council that the Act was receiving further consideration with a view to amendment, that its provisions were likely to be greatly modified, and that in the meantime, its administration was being held in abeyance.

(23) A strong Resolution was forwarded to the Postmaster, protesting against the imposition of the increased postal rates. Your Council pointed out that the increase would inflict a serious injury on the trade of the country, at a time when circumstances imperatively demanded that every possible facility should be provided to enable traders to have economic and cheaper means of postal communication throughout the world.

(24) Your Council were approached by the Governors of the British Institute of Industrial Art, a body formed by the Board of Trade and Board of Education, in connection with a series of Travelling Exhibitions which it had been decided to inaugurate. The proposed Travelling Exhibitions consisted of groups of the chief Crafts and Artistic Manufactures. The matter was referred to the Exhibition Committee of the Chamber, who expressed their willingness to incorporate the Exhibition in the Birmingham and Midlands Commercial and Industrial British Efficiency Exhibition, 1922.

(25) Your Council considered the allowance made by Insurance Companies on Fire Premiums, where the insured person had installed Automatic Fire Alarms or Fire Detectors. It was brought to their notice that a Royal Commission had been appointed to inquire into the existing provision for the avoidance of loss from fire, including the Regulations dealing with construction of buildings and dangerous processes, and to report whether any, and, if so, what changes were necessary in order to secure the best possible protection of life and property against risks of fire. The Commission sat in Birmingham on July 12th and 13th, and written evidence was submitted on behalf of the Birmingham Chamber, dealing particularly with the question of Fire Premiums in respect of premises where Automatic Fire Detectors or Alarms were installed.

(26) During the year, your Council has again supported the protest of the National Committee, inaugurated at Aldershot some two or three years ago, against the monopoly set up by the Army, Navy and Air Force Institutes by the opening of retail establishments in naval and garrison towns.

(27) Your Council expressed their disapproval of a proposal made by the Department of Overseas Trade

for powers to be granted to His Majesty's Trade Commissioners on the application of local firms in the Dominions to appoint experts to examine consignments in respect of which a dispute had arisen, and to certify the report made by the expert as authentic. In the opinion of your Council, the proposal was open to serious objection as circumstances might arise which would be to the benefit of the importer, but to the detriment of the exporter. The Department subsequently announced that it was not proposed to proceed with the proposal.

(28) Your Council addressed a letter to the Lord Mayor, urging that on Relief Works, the Trade Union Rates of Wages should not be adopted, but only a reasonable rate of remuneration, with the object of making the relief funds go as far as possible, by not offering attractions to men to leave other jobs for better pay.

(29) On the recommendation of the Patents Trade Marks and Designs Committee, the General Purposes Committee considered the practice of the Commissioners of Customs and Excise to allow delivery, so far as the provisions of the Merchandise Marks Act, 1887, are concerned, of advertising articles imported from abroad, bearing the name, etc., of a British firm, unaccompanied by a statement as to the country of origin of the goods, on its being shown to the satisfaction of the Commissioners :—

1. That the articles in question are intended solely for gratuitous distribution for advertising purposes.

2. That the trader whose name, etc., appears on the articles is not a maker of, or dealer in, such articles.

3. That (in the event of the goods not being imported direct), the trader whose name is on the article is aware of the country of origin of the goods.

Complaint was made that the business of Manufacturers of Advertising Novelties had been seriously affected by the importation from Germany and other parts of Central Europe, of a considerable quantity of Advertising Novelties which in a normal period would have been ordered in this country. His Majesty's Commissioners of Customs and Excise were urged to consider the matter with the view of rescinding the instructions now acted upon and applying the provisions of Section 16 of the Merchandise Marks Act 1887 to imported advertising articles of all kinds in the same manner as the provisions are applied to articles imported for sale in this country.

(30) Your Council considered a proposal made by Mr. Neville Chamberlain in the course of the Address he gave at a meeting of the members of the Chamber on the 21st November, in which he urged closer co-operation between representatives of the Chamber and the Members of Parliament for Birmingham. A meeting subsequently took place when the following subjects were discussed :—

1. Increased Postal Charges.
2. Cessation of Post Office Service on Sundays.
3. Postage between Belgium and United Kingdom.
4. Weight of parcels sent to the Argentine.
5. Increased Telephone Charges.
6. Importation of Advertising Novelties bearing the names of British Firms.
7. Importation of Japanese Earthenware into South Chile, bearing the mark "Staffordshire."
8. Importation of Glove Buttons marked "English Make."
9. Imported Needles labelled with English wording.
10. Income Tax.
11. Rating of Machinery.
12. Limitation of Assessments.

Your Council feel sure that such Conferences as these will be of good value, and they sincerely thank Mr. Chamberlain and his colleagues, Mr. P. J. Hannon, M.P., and Mr. A. R. Jephcott, M.P., who attended.

(31) Among other questions dealt with on the Reports of the General Purposes Committee were the following :—

1. Advertisements in Telephone Directory.
2. Exhibition of War Office Samples at the Chamber.
3. Objection to proposed absorption of Appointments Department into Employment Department of Ministry of Labour.
4. Inadequate water supply at Smethwick.
5. Inconvenience caused by irregular departure of mails for Australia and New Zealand.
6. Slow postal service between England and Continent.
7. Establishment in Birmingham of a Branch of H.M. Stationery Office.
8. Visé of Passports for France.
9. Loss caused by cessation of Sunday Postal Collections and Despatch.
10. Morning Postal Service between Birmingham and London.

11. Nomination for position of Consular Agent for Latvia in Birmingham.

Imperial and Local Finance Committee.

(32) In connection with the Re-Assessment of the City, a deputation waited upon Sir James Curtis, Clerk to the Assessment Committee, Mr. J. R. Woodward, Chief Assistant Overseer, Mr. S. J. Lancaster, Superintendent Valuer to the Overseers, and Mr. Arthur Collins, City Treasurer. Your Council expressed the hope that the Assessment Committee in dealing with individual cases, would afford such relief as would eliminate all reasonable grounds of complaint, and that their future policy would be the preservation to the fullest possible extent of an equal and impartial valuation list. A circular dealing with the whole question and recommending that each member affected by the re-assessment should forthwith enter an objection to the Valuation List, was issued by the Chamber with an intimation that a Panel of Local Surveyors had been formed who were prepared to take up cases on behalf of members of the Chamber. A further circular containing detailed advice for the guidance of members in connection with the re-assessment particularly of shops, warehouses, offices and factories was issued in April.

(33) Your Council again placed on record a strong expression of their views that there could be no greater encouragement to enterprise and energy in industry than an early announcement that the Excess Profits Duty would be abolished. A deputation consisting of the President (Mr. H. C. Field, M.A., J.P.) the Chairman of the Imperial and Local Finance Committee (Mr. H. Lakin-Smith) and the Secretary (Mr. G. Henry Wright), were accorded an interview by the Rt. Hon.J. Austen Chamberlain, M.P., H.M. Chancellor of the Exchequer, on Friday, February 4th, 1921, with reference to the Excess Profits Duty and other important matters. The Deputation had been arranged some days prior to the Chancellor's speech to his constituents on the 3rd March, 1921, and the deputation took the opportunity of congratulating Mr. Chamberlain on departing from the old precedent and announcing in advance of the Budget his intention to abolish the Excess Profits Duty which had operated as one of the most burdensome duties ever imposed upon Industry, and which during the later months of trade depression had proved to be a calamity. The interview lasted over an hour, and a number of important National questions were discussed with the Chancellor, one of the principal of which was the desirability of removing all then existing Government control of trade at the earliest possible moment. Mr. Chamberlain stated that it was the intention of the Government to remove all controls possible at the earliest practical moment. The deputation also suggested to the Chancellor the desirability of the Bank rate being reduced as soon as possible, and urged upon him the need for the utmost efforts being made to effect real economies throughout Government Administration with a view to relieving the existing heavy burden of taxation.

(34) In pursuance of their usual practice, the Imperial and Local Finance Committee held a meeting on the day following the introduction of the Budget, for the purpose of considering the proposals made by the Chancellor of the Exchequer, and recommendations were made to the Chancellor by the Committee, urging the need for a curtailment of national expenditure ; reductions in postal, telegraph and telephone charges, and duty on cheques ; and urging further that steps should be taken with a view to preventing the frequent submission of supplementary estimates, in order that, at the time the Budget is introduced, the public should have some assurance that the amount of the estimates represented practically the whole of the expenditure to be incurred during the coming year. A letter was subsequently addressed to the Chancellor of the Exchequer setting forth the views and suggestions of the Chamber on various important provisions of the Finance Bill.

(35) As a result of the concern expressed by members of the Chamber in respect of Gas, Electricity and Water charges, these matters on several occasions engaged the careful consideration of your Council. It was felt that the prices of materials and coal and rates of wages having fallen, ratepayers might reasonably have anticipated a reduction in the charges referred to. A letter was consequently addressed to each of the Departments urging that the question should be carefully considered. A reduction of 6d. has since been made in the price of gas, but a still greater reduction is required.

Railways and Transport Committee.

(36). As in previous years a very large number of railway questions have come up for consideration and for action, but the outstanding feature during the year was the Railways Bill, introduced by Sir Eric Geddes, Minister of Transport, which was passed through all its stages before Parliament rose in August, and which is now known as the Railways Act, 1921. It is important

to observe that the last occasion when the law relating to railways was changed to any considerable extent was in 1888, when the Railway and Canal Traffic Act was passed. Your Council consequently gave particular attention to the Railways Bill, and in accordance with their instructions, a long series of amendments was prepared by the Secretary. These were placed in the hands of Mr. P. J. Hannon, M.P., who was a member of the Standing Committee to which the Bill was referred, and he gave notice to move practically the whole of them. The Parliamentary proceedings on the Bill and the work done in connection therewith were reported upon by your Secretary in the following terms :—

"The conditions under which the Railways Bill has been taken through Committee have been most unsatisfactory. In the first place, seeing that the Bill contained 75 Clauses and seven long Schedules, it should have been introduced at the beginning of the Session, in order to give Chambers of Commerce and other Commercial Organisations throughout the country a fair and reasonable opportunity to consider its provisions. Instead of this, however, it was not introduced until after two months or more of the Session had gone by. The second reading took place on the 30th May, and the Bill was then referred to a Standing Committee which commenced its proceedings on June 8th, thus giving very little time indeed for considering amendments to be prepared. As a result of this, interests concerned were forced to protect their position as best they could, the consequence being that in a few days over 80 pages of amendments had been tabled. It was obvious at the start that independent action by individual bodies would lead to serious overlapping and loss of time. The Executive Council of the Association of British Chambers of Commerce referred Part 3 of the Bill to the Railway Rates Committee, of which I acted as Chairman, and the remaining parts to a special Railways Committee appointed some months ago to consider the Minister's grouping proposals.

"The Railway Rates Committee of the Association held a long sitting which lasted about seven hours, and as a result, the suggestions of the various Chambers were co-ordinated. Subsequently a Meeting took place between the representatives of the Association and of the Federation of British Industries, the National Federation of Iron and Steel Manufacturers, the Mansion House Association, the Traders' Traffic Conference, and other bodies with the view of co-ordinating, as far as possible, the whole of the trader's amendments. Many long sittings took place, and a satisfactory measure of agreement was achieved.

"As the Bill proceeded before the Standing Committee, it became evident that many weeks would be required if all the amendments were to be dealt with, and the Government took the extraordinary and unprecedented course of securing the consent of the House of Commons to the setting up of a new Standing Committee to deal with Part 3 of the Bill, which particularly relates to Railway Rates and the constitution and powers of the proposed new Tribunal.

"Strong objections were made on behalf of the traders to the adoption to this method of rushing so important a measure through Parliament, but these were of no avail, and thus it came about that a Bill vitally affecting the trade and industry of the Country was being considered concurrently in two separate Committee Rooms. However, the situation had to be faced, and the Joint Committee of the bodies referred to above held a number of sittings, and then appointed a small Committee to negotiate with the Railway Companies with the view of agreeing as many amendments as possible. An enormous amount of valuable work was accomplished, and, notwithstanding the fact that "Kangaroo" powers were given to the Chairman of the Committee, the agreed amendments, and most, if not all of those amendments which were not agreed, but which were put forward on behalf of the whole of the traders, were called upon by the Chairman.

"Having regard to all the circumstances of the case, I venture to think that the efforts of the Joint Co-ordinating Committee have been amply repaid by the amendments which have been inserted in the Bill and which will have the effect of removing many of the anomalies and hardships which threatened traders in the Bill, as drafted by the Ministry of Transport.

"I should add that, in addition to meetings with the Railway Companies, several Conferences, at which I was also present, were held with a number of the Members of Parliament, serving on the Standing Committee. By means of these Conferences, the Members of Parliament who attended were enabled to ascertain at first hand the views of the traders and short Briefs on many co-ordinated amendments were prepared for their use.

"It would be impossible within the compass of a short report to give an outline of what has actually been achieved. It will be within the knowledge of the Council, however, that the Railway Companies and the traders on Clause 29, which relates to exceptional Rates secured the defeat of the Government. The Minister threatened

to put on the Government Whips when the Bill went back to the House, but he evidently thought better of this, inasmuch as he convened Conferences on the following day. Two Meetings of the Joint Co-ordinating Committee were held with the Railway Companies, and each side appointed two representatives, who met the representatives of the Minister of Transport on two occasions, with the result that three agreed Clauses were subsequently introduced by the Minister and passed by the Committee.

"The other point I would like to refer to is that of Local Traders' Conferences. During the proceedings before the Rates Advisory Committee, the Council will remember that on two occasions, on behalf of the Association of British Chamber of Commerce, I gave evidence in favour of the setting up of Local Committees, consisting of equal numbers of representatives of the Railway Companies and the traders, for the purpose of discussing and endeavouring to settle disputes which arise from time to time. This proposal was opposed by the Mining Association and others and was not supported by any of the other bodies forming the Co-ordinating Committee. In accordance with the instructions given to me by the Council, on the 30th May, therefore, I took steps to get an amendment put on the Paper, enabling such Committees to be formed. In the meantime, we had endeavoured to get the Ministry of Transport to move in the matter, but they had declined. Sir Arthur Shirley Benn, the President of the Association of Chambers of Commerce, ultimately gave notice of the amendment, and I rendered to him every assistance that was possible. We were fortunately able to get the Chairman to allow the amendment to be moved, and it was most gratifying, when the Minister in charge of the Bill immediately rose and accepted the principle of the amendment.

"The Chambers of Commerce of the country have urged the establishment of such local Committees for many years, and it is most gratifying that their efforts have now met with success."

(37). In their previous Annual Report, your Council at some length referred to the enormous amount of work which had been done in connection with the General Revision of Railway Rates, Charges, Classification, and Conditions. The Traders' Co-ordinating Committee, which was therein referred to, has continued its work during the past year, and your Chamber has been continuously represented at its meetings and at meetings of Groups formed for the purpose of facilitating the consideration of the classification of various commodities. As will readily be understood, the work of your Chamber has been particularly heavy in this connection, Birmingham, with its manifold industries, being deeply interested in so many groups. Owing, however, to the existence of the Traders' Co-ordinating Committee, the work of individual Chambers and other commercial bodies has been simplified as, after agreement in Conference, the preparation and presentation of the case for the Rates Advisory Committee has been left to the body mainly concerned. Thus it is that the whole of the Classification of Hardware and Hollowware has been left to your Chamber. In the preparation of the case a very considerable amount of inquiry and correspondence has taken place, and wherever possible evidence has been sought from Trade Associations. In other cases representative firms have been approached. By this means every possible step has been taken to ensure that the case to be presented shall be satisfactory to all parties concerned.

(38). During the progress of the Railways Bill through the Standing Committee of the House of Commons, notice was given of an amendment to empower the Railway Companies to provide, use and work road transport. Your Chamber opposed this by representation to the Minister of Transport and by communications to local Members of Parliament, and it is satisfactory to observe that the Chairman of the Standing Committee ruled the amendment out of order as irrelevant. Since the close of the year 1921 a private Bill has been introduced into Parliament by the North Western and Midland Railway group for the purpose of obtaining road transport powers, and this is being opposed very strongly on behalf of your Chamber.

(39). From information which has appeared in the Press, and in the columns of the *Chambers's Journal*, it will have been seen that strenuous efforts have been made to secure a general reduction in Railway Rates. In these efforts your Chamber has co-operated, having been represented by speakers on deputations from the Association of British Chambers of Commerce and the Traders Co-ordinating Committee. The matter is regarded as a vital one, and your Council will not cease in their efforts, both individual and in association with other bodies, to reiterate the urgent and insistent demand for adequate reductions.

(40). Among the many other railway subjects which have been dealt with by your Council in regard to transport, the following may be mentioned :—

(*a*). The carriage of dustbins unpacked.

(*b*). The conveyance of castings unpacked by passenger train.

(*c*). Cartage charges to Exhibitions and Show Grounds.

(*d*). Warehouse rent charges in Birmingham, &c.

(*e*). Demurrage charges in the Port of London.

(*f*). Interavailability of Traders' Season Tickets.

(*g*). Birmingham and Nottingham Passenger Train Service.

(*h*). Withdrawal of services hitherto rendered free or at a nominal cost.

(*i*). Excessive shipping freights from the United Kingdom.

(*j*). Pilfering of goods in Transit.

(*k*). Carriage of Iron Clad Switches by Passenger Train.

(*l*). Delivery Notes for Returned Empties.

(*m*). Train Service, Birmingham to Liverpool and Manchester.

(*n*). Nominations for new Rates Tribunal.

(*o*). Carriage of Motor Cycles with side cars attached by passenger train.

(*p*). Timber Traffic.

Commercial Education Committee.

During the year the Commercial Education Committee have been responsible for a great deal of quiet, but extremely useful and important work.

The Chair of Italian at the Birmingham University.

Early in the year it having been decided to proceed with the endowment of the Chair of Italian at the University of Birmingham, as to which reference was made in last year's annual report, arrangements were made for the preparation of the deed of Gift, substantially in the form of that in the case of the Russian Chair.

It will be remembered that one of the conditions of the endowment was that in connection with the carrying on of the department the University should make suitable arrangements through the department for the teaching by the Professor, or some competent lecturer of the department in three stages (elementary, intermediate and advanced) of the language at evening classes, such classes in each stage to be held weekly during the educational terms obtaining at the Birmingham and Midland Institute.

The chair is described as "The Serena Professorship of Italian (inaugurated by the Birmingham Chamber of Commerce Incorporated.")

Chair of Russian.

It will be within the knowledge of members that owing to the abnormal conditions existing it was necessary, in the early stages, for the new Russian department of the University which was endowed by the Chamber to be carried out with a Lectureship for a period, but it is now possible to report that a Professor has been appointed.

It is believed that in due course the Russian Market will be fraught with great commercial opportunities, and if this country is to play its proper part and get its due share of the trade with that Market, early steps are necessary with a view to the equipment of an adequate number of young men.

With the object of directing attention to this important matter, the Commercial Education Committee, in conjunction with the University, determined in the latter part of the year that at a convenient date, preferably in February, a General Meeting of the members of the Chamber should be addressed by the Minister of Education. It is interesting to record that at the date of the drafting of this report the General Meeting in question had been successfully carried through.

Educational Expenditure.

In December the Committee had before them the following suggestions which had been put forward by the Glasgow Chamber of Commerce in relation to Educational Expenditure :—

1. The raising of the commencing age.
2. An increase in the present average size of classes.
3. The elimination, in some way, during the intermediate or secondary course, of those pupils who are not capable of making satisfactory progress.
4. The definite suspension for, say, 10 years of the extension of the leaving age from 14 to 15 years, and of compulsory attendance at continuation classes up to the age of 18.

These suggestions were understood to be under consideration by the Home Affairs and Transport Committee of the Association of British Chambers of Commerce, and the views of the Commercial Education Committee were conveyed to the Association.

Panel of Translators.

It will be remembered that during 1920 the Committee initiated a new Department for the execution of com-

mercial and technical translations for members of the Chamber, in connection with which a Panel of Translators was set up. The Committee have watched the progress of this new service to members, and are satisfied that the use which is being made of the department by members justifies the action taken. In connection with the department, moreover, the Chamber have been able to offer interpreting facilities which have been much appreciated by the members who have had occasion to take advantage of them.

Tariff Committee.

(41). During the year, the Tariff Committee have considered a number of new Customs tariffs, including revisions which have taken place in Spain, New Zealand, the United States of America, South Africa, and France. The practice of the Committee is to communicate with members interested in trade with the countries in which changes of the Tariff are likely to take place and afterwards to report to the Board of Trade as to the probable effect of any changes proposed on the Export Trade. Tariff questions are often considered by the Committee in conjunction with the Export Merchants' Section.

(42). Your Council considered the provisions of the Safeguarding of Industries Bill, a measure to impose duties of customs on certain goods with the view to the safeguarding of employment in industries in the United Kingdom against the effect of the depreciation of foreign exchanges and the disposal of imported goods at prices below the cost of production. The provisions contained in the Bill were generally approved, but it was suggested to the Board of Trade that the proposed duties of 33⅓ per cent. would not be sufficient to overcome the great disparity in the selling prices of imported goods from Central Europe due to the present abnormal foreign Exchange Rates.

(43). The new Italian Customs Tariff came into operation on the 1st July, 1921, and examination of the Tariff by the Council indicated that so far as several industries in this district were concerned, the duties in many cases had been so increased as to amount in effect to prohibition. Having regard to the adverse effect the new Tariff would have on trade between the United Kingdom and Italy, strong representation was made to the Board of Trade, urging His Majesty's Government to take such steps as might be necessary for the purpose of concluding a new Commercial Treaty with Italy which would embody the Most-Favoured-Nation-Clause, as well as reduced rates of duty on commodities in which Birmingham was concerned, and the importation of which into Italy would be practically prohibited by the New Duties.

Export Merchants' Section.

(44). The Section have considered a number of Foreign Tariffs during the year. A number of complaints were received from members as to the injurious effects upon British Exports, particularly in the case of the Spanish and Italian Tariffs, where revisions have taken place. In connection with the Spanish Tariff, the Chamber received a letter from the Association of British Chambers of Commerce, stating that the Board of Trade were anxious to consult various trades, especially those with large export business with Spain, as to what further measures could be taken to secure an alteration in the proposed new Tariff. As a result of a Conference convened by the Board of Trade and attended by Mr. H. C. Field, the President of the Chamber, it was decided that the Association of British Chambers of Commerce and the Federation of British Industries should nominate representatives of certain trades who would be in a position to advise the Board of Trade on any matters connected with the Tariff. The Birmingham Chamber of Commerce, in conjunction with the Local Branch of the Federation of British Industries, was invited to nominate a representative for Hardware. Mr. Julian Payton was nominated.

(45). As a result of serious loss sustained by Exporters, owing to the great increase in pilferage from cargoes, a letter was addressed by the Chamber to the Attorney General, urging that steps be taken at the earliest moment to introduce a Bill into Parliament for amending the Law relating to Bills of Lading by prohibiting the insertion in Bills of Lading of a Clause relieving the Shipowners from responsibility for negligence, and default either on their part or that of their servants.

(46). The Section approved the report of the Imperial Shipping Committee, which recommended uniform legislation on the subject of shipowner's liability.

(47). The Chamber was represented by Mr. Howard Robinson at the third Conference of the International Law Association, held in the Palace of Peace, at the Hague, during August and September, 1921. At this Conference, there were representatives of both British and foreign Shipowners, cargo owners, bankers and underwriters, and after very full and exhaustive discussions, the Rules known as "The Hague Rules, 1921," were unanimously adopted for recommendation for use

by all parties concerned in contracts of carriage by sea. Speaking broadly, these rules ensure that the shipowner shall not be held responsible for faults in the navigation and management of the vessel, but that he shall be responsible and cannot divest himself of his liability for loss or damage arising through failure in the proper stowage, custody, delivery, etc., of the cargo. The Council approved of the Rules, and members of the Chamber were recommended to insist that in respect of all transactions originating after the 21st January, 1922, the Bill of Lading should embody the Hague Rules, 1921.

(48). In September, complaints were made to the Chamber with reference to the requirements of several of the Governments of British East Indies, especially Trinidad, conerning Certificates of Origin for goods entering under the British Preferential Tariff. Until about August, the Customs Authorities had accepted Certificates issued by the shipper, stating that the goods were manufactured in England. The Governments referred to then adopted a new regulation, requiring the production of a Certificate issued by the actual manufacturer of the goods, as well as the Shipper's Certificate. The impossibility of carrying out these Regulations was emphasised in a letter addressed by the Chamber to the Board of Trade and the Colonial Office. It was pointed out that for the purpose of making up orders received from the British West Indies, shippers invariably had to go to a large number of manufaeturers. As a result of the action taken by the Chamber and one or two other Chambers of Commerce, the Governments of practically all the West Indies Colonies agreed to accept the Certificate recommended by the Imperial Customs Conference, which was aceeptable to shippers, whilst in the case of the few remaining Colonies, instructions have been given to the Customs Authorities as to accepting any *bona-fide* Certificates of Origin that might be submitted.

Patent Trade Marks and Designs Committee.

(49). The subjects considered by this Committee during the year included the Importation of Advertising Novelties, the alleged importation into Chile of Japanese Earthenware, bearing the mark "Staffordshire," and the importation of Press Glove Buttons, marked "English." Each of these matters was referred to at the meeting of the Birmingham Members of Parliament, and the members present were requested to urge the Government to adopt the recommendations of the Merchandise Marks Committee.

Retail Trade Section.

(50). The Section gave careful consideration to the Scheme of the Birmingham Education Committee for compulsory continued education, and adopted a Resolution to the effect that no system of training in continuation classes is satisfactory, unless it provides for vocational training.

(51). As a result of a representation made by the Section, protesting against the annoyance caused to Shopkeepers and others, consequent upon the increasing congregation of street hawkers in the main streets of the city, steps were taken by the Authorities which excluded hawkers from congregating in places other than the Bull Ring and adjacent thoroughfares.

(52). A Memorial, signed by the members of the Section in Dale End, was addressed to the City Engineer and Surveyor, protesting against the total closing of Dale End for the purpose of reconstructing the wood pavement, and was successful in securing the closing of one-half only of the thoroughfare at a time during the progress of the work.

Engineering Trade Section.

(53). During the year that has elapsed since its formation, the Section has met five times, in addition to which there have been eight meetings of the Executive Committee, and two of the Rating of Machinery Sub-Committee. The main subject under consideration has been the possibility of securing the assimilation of the English law relating to the Rating of Machinery to that obtaining in Scotland and Ireland, and in addition to a deputation from the Association of British Chambers of Commerce, which waited upon the Minister of Health, on the 7th December last, an endeavour is being made to secure the introduction of a private Bill during the present session of Parliament. The members of the Section were also addressed on the Rating of Machinery by the Superintendent Valuer, Mr. S. J. Lancaster, and Mr. J. L. Milne. Railway Rates, the Registration of Trade Marks in Japan, the irregularities in the two-hour express train serviee, and the question of a secret ballot in Trades Union disputes are among the other matters which have been considered by the Section.

(54). The following Sections have also met during the year, viz. :—

The Printing Trade Section.
Wire Goods Trade Section.

Association of Chambers of Commerce.

(55). The Quarterly meeting of the Association of

British Chambers of Commerce, held in January, 1921, was attended by Mr. Gilbert C. Vyle, Mr. H. James Yates, and the Secretary. For this meeting, the Birmingham Chamber of Commerce had submitted two Resolutions. The Resolution regarding the Government and Municipal Trading was carried unanimously. The other Resolution, condemning Employment Exchanges, was lost.

(56). The Annual Meeting of the Association, held in London, on the 16th and 17th April, was also attended by Mr. Vyle, Mr. Yates, and the Secretary.

(57). At the Quarterly meeting, held at Sheffield, in October, the Chamber was represented by Mr. H. C. Field, M.A., J.P. (President), Mr. Gilbert C. Vyle (Vice-President), Mr. John Weatherhead (Hon. Treasurer), Mr. H. James Yates, and the Secretary. The Chamber's Resolution with regard to the Rating of Machinery was carried unanimously, as was the Resolution standing in the name of the Chamber, on the subject of Government and Municipal Trading.

(58). The Executive Council of the Association during the year appointed a Transport Sub-Committee, of which your Secretary was elected a member.

Visit of Consuls and Trade Commissioners.

(59). During the year, the following Consuls and Trade Commissioners visited the Chamber for the purpose of interviewing members in connection with the conditions and prospects of trade with countries in which they were situated :—

Mr. F. W. Field, His Majesty's Commissioner at Toronto, Canada.

Capt. Hugh de B. Charles, Commercial Secretary to His Majesty's Embassy at Madrid.

Mr. W. G. Wickham, Senr., Trade Commissioner in South Africa.

Mr. Kohan, H.M. Consul at Leipzig.

Visit of American and Canadian Dry Goods Merchants.

(60). A large and influential delegation of Dry Goods Merchants from the United States and Canada, visited Birmingham, in May and June, and during their stay in Birmingham were the guests of the Chamber. The delegation was 34 in number, and included several ladies. Three days were spent in Birmingham. A civic welcome was extended to the Mission by the Lord Mayor, and a number of representative Birmingham Works were visited. The Delegation were entertained to a Banquet, over which Mr. Neville Chamberlain presided. The warm appreciation of the Delegates was conveyed to the Chamber after their return to the United States.

The International Chamber of Commerce.

(61). The Congress of the International Chamber of Commerce took place in London from the 27th June to July 2nd, inclusive, and included the following Resolutions from the Birmingham Chamber, viz. :—

"That this International Chamber of Commerce approve the proposal of the Economic Conference of the Allies, held at Paris, in 1916, that a meeting of the technical delegates of the various powers should be convened to draw up measures for the assimilation so far as may be possible, of the laws governing patents, indications of Origin and Trade Marks."

"That before any such measures are adopted, drafts of the proposals should be placed before the various Chambers of Commerce and other commercial bodies forming the organisation members of this International Chamber."

In connection with the Congress, there were group meetings, including the following :—

Production.
Distribution.
Transport and Communication.
Devastated Areas.

Mr. H. James Yates, the Chamber's Representative on the British International Committee, was the alternative member with Mr. Stanley Machin, on the Production Group. The Birmingham Chamber, having a membership of over 3,400, was invited to nominate ten Delegates to the International Body, and the Chamber's representatives are :—

Mr. H. C. Field, M.A., J.P., Mr. H. James Yates, Mr. F. Hickinbotham, Mr. Gilbert C. Vyle, Major T. C. Aveling, Major H. J. Walduck, Mr. John Earle, Mr. H. Atkinson, Mr. W. Deakin, and Mr. H. E. Parkes.

Mr. H. James Yates, reporting on the Congress, stated that the machinery set up in Paris in 1920, constituting the International Chamber of Commerce, had, during the past twelve months been perfected in various ways, and by means of it a greater variety of effective work had been accomplished.

Other Visitors to the Chamber.

(62). Other visitors during the year included an important Mission from Cuba, headed by His Excellency General Menocal, the ex-President of the Republic of Cuba ; the Chinese Envoy, His Excellency Chu Chi

Chien and Mr. Wellington Koo, Chinese Ambassador to Great Britain. They were the guests of the Chamber.

Services of Staff.

Your Council cannot let this opportunity pass without expressing their high appreciation of the excellent services rendered by the Staff during the past year, because the progress of the Chamber of Commerce depends largely upon the loyal and intelligent work of the Staff.

Your Council has nothing but praise for the efficient way in which all matters have been attended to, and desires to make special mention of the very arduous and important and difficult work which the Secretary has done for our Chamber (and other Chambers) in connection with the Railway Rate Inquiry.

Your Secretary, Mr. Wright, has been untiring in his activities, and your Chamber has received on many occasions letters of appreciation and thanks from the Association of British Chamber of Commerce and other Chambers and Bodies for the work that Mr. Wright has done. It has been essential for Mr. Wright to spend a considerable portion of his time in London watching the interests of our members in this respect, and this has necessarily increased the work in the Chamber, which has been most efficiently carried out by the Assistant Secretary and others.

Honorary Treasurer's Report.

The Annual Accounts of the Chamber for the year ended 31st December, 1921, will be presented to the Annual General Meeting.

The membership of the Chamber at 31st December, 1921, was 3,495.

During the year 258 new members were elected.

The subscriptions paid during the year were £7,105.

Council Meeting.

The monthly meeting of the Council was held at the Registered Offices of the Chamber, on Monday, 6th March, 1922, at 2.30 p.m.

The President (Mr. H. C. Field, M.A., J.P.) presided, and there were also present Ald. H. J. Sayer, Messrs. Gilbert C. Vyle, H. Lakin-Smith, F. B. Goodman, J. Weatherhead, George H. Dugard, John W. Earle, H. E. Parkes, W. Deakin, John P. Aehureh, Frank Haseler, L. V. Kenward, E. O. Boston, Lewis W. Goold, H. Kerry Wingrove, P. G. Allday, C. T. Barlow, C. E. Greener, F. Machin, Percy B. Adams, John Belliss, Maj. T. C. Aveling, G. Henry Wright (secretary), and H. Eyles (assistant secretary).

The notice convening the meeting was taken as read.

The minutes of the last meeting having been circulated, were taken as read and signed as a correct record of the proceedings at such meeting.

Apologies were announced from Messrs. J. S. Taylor, F. Hickinbotham, W. B. Fletcher, H. G. Atkinson, W. Marshall Freeman, S. H. Rowbotham, W. Mills, R. C. Rodgers, H. James Yates, C. Holland Harper, J. Percy Plant, and Major H. J. Walduck.

Railway Companies and Road Transport.

An address with reference to the Railway Companies' proposals to undertake road transport was given by Mr. H. T. Thornhill, chief solicitor to the London and North Western Railway Company.

It was

Resolved—That the consideration of the matter be referred to the Railways and Transport Committee.

REPORT OF THE GENERAL PURPOSES COMMITTEE.

Resolved—That the report of the General Purposes Committee now submitted be approved, adopted and entered on the minutes.

Report of the General Purposes Committee.

Annual Report.

Your Committee have considered the annual report of the Council for the year 1921, which they now beg to recommend be approved for insertion in the next issue of the Journal.

Damage to Parcels Sent to Italy.

Your Committee recently reported with reference to the damage to parcels posted to Italy, and particularly in connection with the delays which take place in the settlement of claims. The Postmaster-General has replied to the Chamber's representation that the final decision upon all questions of compensation rests with the Postal Administration of the country in which the loss or damage has taken place. Where, however, the loss or damage of a parcel arises from inadequate packing, or from a cause beyond control, no compensation is payable.

In those circumstances a Lloyd's certificate, although it affords evidence of loss or damage, does not necessarily justify the British Post Office in paying compensation.

Difficulty is frequently experienced in obtaining replies from Italy to enquiries relating to the loss or damage of parcels sent from the United Kingdom. Every effort is made to obtain a settlement of claims as early as possible; and urgent representations on the matter have been made to the Italian Post Office.

In the case of parcels, the subject of the Chamber's complaint, several letters of enquiry have been sent to Rome; but no reply has yet been received. The Postmaster-General has now taken special steps, and hopes to be in a position to settle the case before very long.

Your Committee beg to recommend that representation be made to His Majesty's Ambassador at

Rome respecting the parcel post delay between the United Kingdom and Italy and the delay in the settlement of claims.

Parcels Sent to Italy.

In January your Committee reported with reference to a complaint received respecting the new regulation of the General Post Office regarding parcels sent to Italy whereby traders are now required to enclose in each parcel a copy of the invoice relating to the goods contained therein.

A letter was addressed to the Postmaster-General, pointing out that the regulation imposed a severe handicap upon the manufacturers in this district trading with Italy, and that it involved the communication to the actual customers of information as to prices, etc., which, in the ordinary course, would only be known to the buying agent. The Postmaster-General replied that enquiry had already been made of the Italian Post Office concerning the regulation under which parcels for Italy are required by the Italian Customs Authorities to be accompanied by invoices.

In reply the Italian Post Office stated that an invoice must accompany all goods whatsoever imported into Italy by parcel post. It is conceded that, when a number of parcels for Italy is posted by one sender for transmission to one addressee a collective invoice will suffice. The despatch notes of such parcels should be numbered 1, 2, 3, etc., by the senders, the invoice should accompany despatch note No. 1, and the despatch notes of the other parcels should be marked "Invoice with No. 1." Clearance through the Italian Customs is said to be facilitated, however, if a separate invoice accompanies each parcel.

A copy of the Chamber's letter was forwarded to the Department of Overseas Trade by the Post Office in case that Department might find it possible to take any action with a view to the removal or modification of this regulation.

Sunday Collection of Letters.

In reply to the Chamber's representation urging the immediate resumption of the Sunday collection of letters, the Postmaster-General has forwarded a copy of a letter he addressed to the Association of British Chambers of Commerce on the matter. The letter states that letters posted in town areas on Sunday are already collected in time for local delivery by the first post on Monday. The Postmaster-General regretted that he was not yet in a position to make any definite pronouncement on the subject of the general restoration of collection and despatch of letters on Sundays.

Late Delivery of London Letters.

Complaints respecting delay in the delivery of letters in London continue to be received by the Chamber. The attention of the Committee has been called to an instance where a letter collected in Birmingham at 7.30 p.m., had not been delivered in London until 11.30 a.m. the following morning.

Your Secretary has interviewed the Birmingham Postmaster on the matter.

Your Committee understand that the delay is invariably due to the congestion which arises in London owing to the arrival of foreign mails at about the same time as the arrival of the mail train from the Midlands.

The mail train from Birmingham arrives at Euston at about 4 a.m. or 4.5 a.m., and if it arrives later than these times, as sometimes happens, the congestion referred to arises. Before the war, the mail train from Birmingham arrived at Euston at 3.50 a.m., and this allowed sufficient time for the home mails to be disposed of.

The Postmaster-General is now in communication with the railway companies with a view to acceleration of the Birmingham train, and has promised to acquaint the Chamber of the result of his representations. Furthermore, the delays in the Birmingham mails are the subject of correspondence with the postal delivery authorities in London.

Summer-Time Act.

Your Committee beg to report that on the 8th February a Bill was presented in the Commons by the Home Secretary, providing that Summer-Time shall commence on the night of the last Saturday in March or the last Saturday but one when the last Saturday is the day preceding Easter, and shall terminate at mid-night on the first Sunday in October.

These dates are fixed in agreement with France and Belgium, and will obviate the inconveniences which have been experienced in the past through summer-time beginning and ending on different days in different countries. The Bill made the arrangement a permanent one.

Your Committee have addressed a letter to the Home Secretary expressing the Chamber's approval of the Bill, and to the local Members of Parliament, requesting them to support the measure.

U.S.A. Consular Certificates.

Your Committee have received a complaint with reference to the fee charged for U.S.A. Consular Certificates. For all parcels of goods exceeding £20 in value for export to the U.S.A. it is necessary for Consular invoices to be provided, and the fee for stamping and the *vise* of each invoice is a fixed one of 2½ dollars = 12s. 6d., at the present rate of exchange.

It is pointed out that the fee of 12s. 6d. makes an addition of 2½ per cent. to the invoice value. In view of the small amount of clerical work, etc., involved, your Committee agree that the figure is somewhat high, and they recommend that representation should be made to the Board of Trade urging that Department to approach the U.S.A. Customs Authorities with a view to a reduction being made.

Birmingham and Wolverhampton Road.

Your Committee beg to report that a conference convened by the Lord Mayor of local authorities and trade organisations was held on 31st January, at the Council House, in connection with the proposed construction of a new road between Birmingham and Wolverhampton. As a result of the conference, a Sub-

Committee of representatives of the local authorities was appointed to prepare a scheme on an equitable basis containing the proposed proportions of financial contributions for submission to each of the local authorities concerned for approval.

Visit of Earl Haig.

Your Committee beg to report that Field-Marshal Earl Haig will address the members of the Chamber following the annual general meeting, on April 3rd, in connection with the Push Week Campaign of the West Midland Area of the British Legion.

Birmingham Employment Committee.

The Minister of Labour has informed the Chamber that the original period of the appointment of the Birmingham Employment Committee will shortly expire, but that he has decided to appoint the Committee for a further period of three years. The Minister is anxious that the Birmingham Chamber should be represented on the Committee, and has invited the Chamber to nominate three representatives who might be willing to serve. Subject to their approval, your Committee beg to recommend that the following gentlemen be appointed as the Chamber's representatives: Mr. H. Atkinson, Mr. John Belliss, Mr. T. Parker-Smith.

Air Conference.

Your Committee beg to report that the Air Conference convened by the Air Ministry, which took place on the 7th and 8th February, was attended by Mr. H. James Yates and the Secretary. Discussions took place on civil aviation and the technical side of aeronautics.

Navy, Army and Air Force Institutes.

Your Committee beg to report that the Secretary represented the Chamber at a National Conference held at the Central Hall, Westminster, on the 14th February, convened for the purpose of protesting against the trading monopoly set up by the Navy, Army, and Air Force Institutes by the opening of retail establishments in naval and military garrison towns, for the supply of practically all articles required by officers and men, and their families. The resolutions passed by the Conference included the following:—

"1. That this Conference, comprising Members of Parliament, representatives of Municipal Authorities, Chambers of Commerce, Chambers of Trade, and National Trading and Commercial Associations, etc., again endorse the protest made at the Conference, on 24th February, 1920, against the State Trading monopoly carried on by the Navy, Army and Air Force Institutes (formerly the Navy and Army Canteen Board), as in the opinion of the conference it is directly contrary to national interests that State trading should be supported, as it undoubtedly is, by the Government."

"2. That the Government be requested to set up at once a special Committee or Commission to investigate into and report upon the trading of the Navy, Army and Air Force Institutes, and that such Committee and Commission shall include an adequate representation of trading and commercial interests in the country, with an independent chairman."

Annual Meeting of Association of British Chambers of Commerce.

Your Committee beg to report that the annual meeting of the Association of British Chambers of Commerce will take place at the Hotel Victoria, on the 4th and 5th April.

International Chamber of Commerce.

Your Committee have to report that the Executive Committee of the International Chamber of Commerce have decided to recommend that the next Congress of the Chamber should take place in Rome during the year 1923, from March 19th to March 24th.

Status of Chamber of Commerce.

Your Committee have agreed to a suggestion by the Home Affairs and Transport Committee of the Association of British Chambers of Commerce that all affiliated Chambers should print in a conspicuous position on their notepaper the words: "Member of the Association of British Chambers of Commerce."

Postal Collections and Deliveries. Birmingham and Ilford.

Your Committee have considered a letter from the Ilford Urban District Council with reference to the week-end postal collection and deliveries between Birmingham and Ilford. The present position is as follows:—

(*i.*) That the latest time of posting letters at the Ilford Head Post Office for delivery in Birmingham by first post on Monday morning is 7.45 p.m. on Saturday. The latest time of posting in the Town letter boxes other than the Head Office is 6.15 p.m.

(*ii.*) Letters posted in Birmingham for Ilford, 10.45 p.m. on Saturdays fall into the first town delivery in Ilford commencing at 6.45 a.m. on Monday. There is no Sunday collection in Birmingham.

(*iii.*) Letters posted at the Ilford Head Post Office for Birmingham on Saturday up to 10.45 p.m., or in the Town letter boxes between 7 and 7.30 p.m. are delivered in Birmingham at 11.30 a.m. on Monnday. There is now no despatch of letters from Ilford on Sundays.

Your Committee recommend that representation be made to the Postmaster-General urging for an improvement in the week-end postal facilities between Birmingham and Ilford, and other places in the Metropolitan area.

Committee's Recommendations.

Annual Report.

That the annual report, as circulated, be approved.

Damages to Parcels sent to Italy.

That representation be made to His Majesty's Ambassador at Rome respecting the Parcel Post delay between the United Kingdom and Italy and the delay in the settlement of claims.

U.S.A. Consular Certificates.

That representation be made to the Board of Trade urging that Department to approach the U.S.A. Customs Authorities with a view to a reduction being made in the charge for Consular fees.

Birmingham Employment Committee.

That the following gentlemen be appointed as the Chamber's representatives to serve on the Birmingham Employment Committee: Mr. H. Atkinson, Mr. John Belliss, Mr. T. Parker-Smith.

Postal Collections and Deliveries. Birmingham and Ilford

That representation be made to the Postmaster-General urging for an improvement in the week-end postal facilities between Birmingham and Ilford, and other places in the Metropolitan area.

F. Hickinbotham.
Chairman.

Birmingham, 1st March. 1922.

REPORT OF THE IMPERIAL AND LOCAL FINANCE COMMITTEE.

Resolved—That the report of the Imperial and Local Finance Committee now submitted be approved, adopted and entered on the minutes.

Report of the Imperial and Local Finance Committee.

Excess Profits Duty.

The abolition of the Excess Profits Duty on the occasion of the last Finance Bill was welcomed by the Commercial community, as being long overdue. An enormous amount of work had been done by the Chambers of Commerce of the Country, and particularly by the Birmingham Chamber with the view of expediting the abolition of the Duty, and the Birmingham Chamber was also very prominent in the work of securing the concessions which were made in regard to the valuation of stocks for the purpose of adjusting the Excess Profits Duty after the close of the final accounting period. The injurious effect of the Duty has not yet passed away, but the damage to the future trade of the country would have been much greater had it not been for the concessions which the Chamber in conjunction with other Chambers was able to obtain from the Government.

Forthcoming Budget.

Your Committee have very carefully considered what suggestions should be made to the Chancellor of the Exchequer in connection with the forthcoming Budget, and at the outset they desire to express their keen satisfaction that the Government decided to appoint the Geddes Committee. The Birmingham Chamber was prominent in the agitation against extravagant and wasteful expenditure, which led to the appointment of the Committee, and which has been abundantly justified by the Reports which have been issued, the first of which are dealt with in a joint Report of your Committee, and the General Purposes Committee.

Supplementary Estimates.

A year ago on the recommendation of your Committee a strong protest was made against the practice which had grown up during and since the war of submitting supplementary estimates to the House of Commons. On rare occasions it may be necessary for a supplementary estimate to be submitted, but the regular practice of doing this is open to the severest condemnation. Your Committee are of opinion that as a general rule Government Departments should be compelled to estimate the whole of their requirements at one and the same time, and that supplementary estimates should only be permitted in cases of unforeseen emergency.

Suggestions.

Your Committee recommend that representations be made to the Chancellor of the Exchequer on the following matters, and that the local Members of Parliament be urged to support them :—

(1) *Postal Rates.*—The present excessive postal rates have been extremely detrimental to the trade of the country, and should be reduced immediately.

(2) *Income Tax Reclamation*, Section 36 (2) of the Income Tax Act, 1918, which re-enacted Section 15 of the Finance Act, 1917, provides that where interest (other than yearly interest from which there is a legal right to deduct tax) is paid in full out of income which has already suffered income tax on an advance from a person who in the opinion of the Commissioners of Inland Revenue is *bona-fide* carrying on (*a*) business as a Member of a Stock Exchange in the United Kingdom, or (*b*) the business of a discount house in the United Kingdom, the person paying the interest shall be entitled to claim repayment from the Revenue of the Income Tax upon the interest."

Complaint has been made to the Chamber as to the restriction of this concession to certain classes of people and your Committee are of opinion that it should be extended to all persons whose *bona-fide* carry on the business of stock and Share Brokers or Discount Houses.

(3) *Schedule "A" Assessments.*—Under the present practice variations in the Assessments for Income Tax under Schedule A and Inhabited House Duty are made without notice to owners. In the opinion of your Committee the law should be altered so as to require notice to be given to the owner that a re-assessment is being considered and the owner should be given a full opportunity to appeal.

Your Committee are also of opinion that the law should be altered so as to provide for the fixing of one valuation based upon the annual Value of the property which should be applicable to all local rates and imperial taxes.

Complaint had been made as to the inadequacy of the present statutory allowances for repairs and maintenances having regard to the enormously increased costs which now have to be incurred. Your Committee are of opinion that these should be increased to such an extent as will produce a net assessment which will be more nearly in accord with the net income arising from the property.

(4) *Rate of Income Tax.*—Your Committee have on many occasions drawn attention to the serious injury inflicted on trade and industry by the present high level of income tax, the result of which is to absorb huge sums of money which would otherwise be largely used in business. In the opinion of your Committee there can be no real revival in trade until the amount of the tax is drastically reduced, and it is earnestly urged that the minimum reduction which is immediately required is 2s. in the £.

Your Committee are also of opinion that the present differentiation between earned and unearned income is not sufficient.

Royal Commission on Income Tax.

In recent Finance Acts certain of the recommendations of the Royal Commission on Income Tax were incorporated, but there are many other recommendations which so far have not been adopted. These are summarised as follows :—

1. Dividend Warrants in every case and to show Tax deduction.

2. Depreciation on Wasting Assets up to 35 years life. Depreciation at adequate rates and also to others than traders.

(Depreciation should be allowed on Temporary Buildings).

3. Abolish administrative duties of General Commissioners.

4. Special Commissioners to be appellate tribunal only ; but for all Schedules except " A."

5. Abolish Assessors.

6. Collectors to be under Board I.R., and whole time servants.

7. Forms of returns of assessment to be sent out in duplicate.

8. Each person must make a return of the whole of his income.

9. Bring Farmers under Schedule D.

10. Abolish 3 years average and base on previous year's profits.

11. Portion of Co-operative Societies profits, not returned to Members as Dividends, should be charged to Tax.

12. Board of Referees to remain for Income Tax, with no loss of right of appeal to General or Special Commissioners.

13. Expenses of Removal of Plant, etc., to be allowed as a charge.

14. Alterations to premises and short leases to be allowed as a charge.

15. Extension of time and similarity desired, giving notice of reclaims, *e.g.*, Schedule D. Mis. Rule 3 (1)—3 months.

Section 34—6 months.

Ordinary Reclaims—3 years.

Under many clauses time allowed is doubtful.

16. Limited Companies owning a number of subsidiary limited companies, carrying on businesses, to be able to set off losses against profits and pay on nett balance of profit, as one individual may be.

17. Scheme of allowance on Insurance premiums should be reconsidered with a view to assisting the smaller earned incomes, particularly during difficult times.

Your Committee are of opinion that it is most desirable that the proposals of the Royal Commission set forth above should be adopted by the Chancellor of the Exchequer for incorporation in the next Finance Bill.

Final Recommendation.

Your Committee recommend that the views and suggestions contained in this Report be adopted, and that the necessary communications be made to the Chancellor of the Exchequer and to the Local Members of Parliament.

H. Lakin-Smith,
Chairman.

Birmingham,
1st March, 1922.

JOINT REPORT OF THE GENERAL PURPOSES COMMITTEE AND THE IMPERIAL AND LOCAL FINANCE COMMITTEE ON THE FIRST AND SECOND REPORTS OF THE GEDDES COMMITTEE.

Resolved—That the joint report of the General Purposes Committee and the Imperial and Local Finance Committee on the First and Second Reports of the Geddes Committee now submitted be approved, adopted and entered on the minutes.

Joint Report of the General Purposes Committee and the Imperial and Local Finance Committee on the First and Second Reports of the Geddes Committee.

National Expenditure.

Your Committees beg to report that they have had a Joint Meeting for the purpose of considering the First and Second Interim Reports of the Committee on National Expenditure, popularly known as the Geddes Committee, the membership of which was as follows :—Sir Eric Geddes, Lord Inchcape, Lord Inchcape, Lord Faringdon, Sir Joseph Maclay, and Sir E. Guy Granet. The conclusions of your Committees are set forth in the following paragraphs :—

1. Navy, Army and Air Force.

If compatible with national safety the reductions in

the estimates for the Navy, Army and Air Force should be those recommended by the Geddes Committee, viz. :—

Navy	£21,000,000
Army	£20,000,000
Air Force	£5,500,000

2. Education.

The Geddes Committee recommend a reduction of £18,000,000 in the Education Estimates, and your Committees approve the proposal to raise the age limit for infants from 5 to 6 years, and are further of the opinion that the aggregate reduction recommended by the Committee should be secured without breaking the existing Agreements as to teachers' salaries, and without any diminution in the efficiency of the free education at present provided.

3. Ministry of Health.

The Geddes Committee recommend a reduction of £2,500,000 in the estimates of the Ministry of Health. In view of the fact that Housing Schemes involve a charge to the taxpayer of £10,000,000 a year for 60 years, they also recommend a vigorous policy of sale of houses erected in order to reduce that burden. Your Committee approve of these recommendations.

4. Ministry of Labour.

Your Committees entirely approve of the recommendations of the Geddes Committee with regard to the Ministry of Labour, and urge that consideration of the question of abolishing the Ministry and the Employment Exchanges should be undertaken without delay.

5. Trade Services.

Your Committees agree with the recommendations of the Geddes Committee with regard to the reductions of expenditure on what are described as "trade services," and particularly in regard to the amalgamations of various Departments, viz., the Ministry of Transport, the Road Department, the Electricity Commissioners, the Mines Department, and the Petroleum Department, which it is recommended should cease to exist as separate Departments. With regard to the Department of Overseas Trade, which the Geddes Committee also suggest should cease to exist as a separate Department, your Committees recommend that the constitution and functions of the Department should be reconsidered with a view to securing efficiency and greater economy.

6. Conclusion.

In conclusion, your Committees desire to say that in their consideration of these momentous Reports they have studiously avoided entering into detailed comment on particular items. The view of your Committees is that drastic cuts must inevitably be made in National Expenditure—which since the Armistice has been wasteful and extravagant; and they regard the aggregate figures mentioned in the Geddes Reports, as representing the minimum amount which it is essential should be cut out of the estimates shortly to be presented to Parliament.

F. Hickinbotham,
Chairman General Purposes Committee.
H. Lakin-Smith,
Chairman Imperial and Local Finance Committee.

Birmingham,
28th February, 1922.

REPORT BY OFFICERS ON THE THIRD REPORT OF THE GEDDES COMMITTEE.

Resolved—That the report of the officers on the Third Report of the Geddes' Committee now submitted be approved, adopted and entered on the minutes.

Report of Hon. Officers on the Third Report of the Committee on National Expenditure.

The first and second reports of the Geddes Committee have been reported upon by the General Purposes Committee and the Imperial and Local Finance Committee. The third report covers a very large number of services which are dealt with in 60 votes, and account for an expenditure of approximately £102,000,000, or over one-half of the National Expenditure of the United Kingdom before the war.

The reductions recommended by the Geddes Committee on these services are as follows :—

Colonial Group	£2,285,500
Legal Group	94,500
Revenue Departments	2,509,200
House of Parliament and Certain Civil Depts.	935,000
Works and Public Buildings Group	895,000
Art and Science Group	42,900
Foreign Office, etc.	304,300
Stationery Office and Registrar General ..	584,300
Miscellaneous Groups	1,130,800
	£8,782,300
Further review of Estimates for War Pensions since First Report	3,000,000
	£11,782,300

The hon. officers present at the meeting accept the following statement given to the Press by the President of the Chamber, who expressed some uneasiness as to the possible consequences of the recommendation that the functions of the Department of Overseas Trade should in future be limited to furnishing general information and that henceforth assistance should not be given to traders in specific matters of business. He pointed out that before the war Continental firms developed their overseas business largely as a result of reports from the Consular Agents of their countries, while the American Consular Service almost went to the extreme of acting as commercial travellers for American business houses. In contrast to that enterprising policy Great Britain at that time had perhaps the worst service of the kind in the world. In recent years, however, marked improvements had been effected so far as this country was concerned, but it now appeared that

for reasons of economy a curtailment of valuable activities of our commercial diplomatic service was contemplated.

The effects of such reduction might not be seriously felt at the moment, but the machinery having been scrapped, it would be a difficult and lengthy process to replace it when needed. In his opinion the reinstatement of our now improved service would be imperative in the not distant future if we were not to be at a disadvantage. It was inevitable that sooner or later foreign competition would become as acute as it was in pre-war days, and an efficient commercial diplomatic service would once more become of vital consequence. It was realized now as never before that foreign trade was the life-blood of the nation. If that trade was to be promoted we must look ahead and not so impair the commercial diplomatic service that it would take years to re-establish.

REPORT OF THE RAILWAYS AND TRANSPORT COMMITTEE.

Resolved—That the report of the Railways and Transport Committee now submitted be approved, adopted and entered on the minutes.

Report of the Railways and Transport Committee.

Carriage of Motor Cycles with Side-Cars Attached.

In their last report, your Committee referred to a complaint made respecting the carriage of motor cycles with side-cars attached. A consignment consisting of three motor cycles with side-cars despatched to the Olympia Motor Show had been charged as for three motor cars.

Your Committee regarded the charge as unreasonable, and a representation was therefore made to the Railway Clearing House, requesting a revised classification. It is satisfactory to observe that in reply to the Chamber's representation, the Railway Clearing House agree that as from 1st March, 1922, when motor cycles with side-cars *not* detached are loaded in a special truck and conveyed by passenger train the cycles shall be charged at the scale rates for motor cycles and the side-cars at the scale rates for side-cars—subject to a minimum charge as for a motor-car.

	Company's Risk.	*Owner's Risk.*
In guard's van—not exceeding 2cwts. per piece or package	Ordinary parcels rates, including collection and delivery where arrangements for these services are in operation.	Owner's Risk scale, including delivery where arrangements for this service are in operation. Not to exceed the charges for conveyance in a special truck.
Exceeding 2cwts. per piece or package	Ditto.	Ditto. Ditto.
In a special truck	1s. 1½d. per ton per mile, station to station.	10½d. per ton per mile, station to station No less charge than as for one ton. min. 43s. 9d. at C.R., and 35s. at O.R.; maximum weight 50cwts. per truck.

When the traffic is consigned at owner's risk the approved form of consignment or general agreement must be signed.

This arrangement will operate on and from 1st February, 1922.

It will be noted that the 50 per cent. additional charge has now been cancelled.

Timber Traffic in Birmingham.

Your Committee have previously reported on the subject of rates charged for the carriage of timber traffic in Birmingham and South Staffordshire.

Prior to the war, these rates had included cartage, but in 1919 a notice was given that the rates would be "Station to Station," and a rebate of 1s. allowed. The result of this notice was a net increase of 1s. per ton over and above the general increase which the railway companies were authorised to make.

Your Committee have now received notification from the companies of a reduction in the local cartage charges of 1s. per ton, and under the circumstances they are unable to recommend any further action in the matter.

Passenger Train Service—Birmingham, Liverpool, and Manchester.

Your Committee have conveyed the thanks of the Chamber to the London and North Western Railway for the institution of the improved service between Birmingham, Liverpool and Manchester, and have also asked the Company to consider the possibility of including a breakfast car on the outward journey.

Electrical Motors and Armatures by Passenger Train.

Your Committee beg to report that as a result of the representation made to the Railway Clearing House respecting excessive charges for electrical motors and armatures by passenger train, the following amended classification has been notified by the railway companies:

Stand for Motor Vehicles at the Birmingham Chamber of Commerce.

In reply to a further representation made by your Committee, the following letter has now been received from the Chief Constable, and the attention of members is directed to the facility available:—

14th February, 1922.

Stand for Motor Vehicles at Birmingham Chamber of Commerce.

Dear Sir,—In reply to your letter of the 23rd January. By the courtesy of the Postmaster and Surveyor, Mr. J. Scott, M.B.E.—who has arranged, in future, not to use the space in Pinfold Street between the entrance to the Post Office yard and the corner of Navigation Street—I have been able to arrange to reserve that space for waiting motor cars. It will, I think, accommodate about ten cars at a time. They should be arranged diagonally, at an angle of about 45° with the near left hind wheel resting on the footpath, and the bonnet facing uphill, so that they will be secured against the kerb.

This arrangement will provide for more cars in the space, and will also be safer, in allowing unattended cars to stand on such a steep gradient.—Yours faithfully,

(Signed) C. H. Rafter,
Chief Constable.

The Secretary,
Birmingham Chamber of Commerce,
95, New Street, Birmingham.

Motor Cycle Engines and Cylinders by Passenger Train.

Your Committee have directed the attention of the railway companies to the anomaly in respect of motor cycle engines and cylinders, in a case where although properly packed, charges were made in excess of the complete motor-cycle. Your Committee have pleasure in reporting that notification has been received from the railway companies that the rates have now been reduced to the full parcels scale at company's risk when properly packed, the additional charge of 50 per cent. having been cancelled.

Railway Companies' Proposal to Undertake Road Transport.

In connection with this matter, your Committee have addressed the following letter to the local Members of Parliament:—

RT/IW/22.

8th February, 1922.

Railways and Road Transport.

Dear Sir,—I am directed by the Council to draw your attention to the Bill which the London and North Western Group is presenting this Session for general powers to undertake road transport, and respectfully to request your interest against the Bill in all its stages. The consensus of opinion in the trading community is diametrically opposed to the concession of these new powers, and the Association of British Chambers of Commerce, the Federation of British Industries, the Mansion House Association, and other important trade organisations are acting in concert upon the question.

As you will recall, a Departmental Inquiry into the question was made by the Ministry of Transport recently, and the majority report of the inquiry decided against such an extension of the railway companies' powers on the grounds—

(*a*) That it would lead to unfair and unequal competition.

(*b*) That it would tend to drive alternative services off the road, and;

(*c*) That it would increase the monopoly powers of the railway companies.

In view of the provisions of the Railways Act of 1921, which will re-organise the railway companies into four large groups, there must inevitably be a diminution in competition between the railway companies themselves, and it is all the more imperative that there should be an effective outside organisation if we are to maintain a satisfactory competition in transport, and avoid an absolute monopoly.

It is not doubted that the railway companies could undertake the work efficiently; in fact, their efficiency, their possession of goods terminal facilities which could be utilised gratis for the purpose of road transport, and their invested capital of £1,300,000,000, makes it certain that they could effectively drive off the roads all other transport interests, and the position is further prejudiced by the fact that under the Railways Act of 1921, the companies are guaranteed a minimum income to be met out of the goods rates and passenger fares.

For the purposes of competition, therefore, it would be practicable for the companies to run their road services at a loss, or by possession of terminal facilities, to undersell the other road organisations perpetually, any deficiencies being made good out of the goods rates and passenger fares.

The Chamber would be pleased to have your interest in the matter, and is hopeful that you will give the argument put forward your serious consideration.—

Yours faithfully,

(Signed) G. Henry Wright,
Secretary.

A letter has also been addressed to the Chambers of Commerce throughout the country, urging them to oppose the railway companies' proposal.

Cloak Room Charges.

Your Committee have considered a complaint with reference to the excessive increase in the charge for articles deposited in the railway cloak room by traders. Prior to the war, a special charge was made to traders of 1d. per parcel as against 2d. per ordinary passenger's parcel. In connection with the general increase of rates and charges, this special facility was abolished and a general charge of 3d. was levied on all parcels.

Your Committee have addressed a letter to the railway companies asking for the re-institution of the special scale of charges for traders' parcels.

Birmingham and Cardiff Train Service.

Numerous complaints have been received by your Committee respecting the inadequate service between Birmingham and Cardiff—the average train occupying 4½ hours over a distance of 100 miles.

Representation has been made to the railway company, who are giving the matter their consideration.

Parcels Office.

Further complaint has been received by your Committee respecting the inadequate number of parcels receiving offices in Birmingham and district, and a letter has been addressed to the railway companies, requesting them to consider the possibility of increasing the number of such offices.

W. Deakin,
Chairman.

Birmingham, 28th February, 1922.

RETAIL TRADE SECTION.

Resolved—That the report of the Retail Trade Section now submitted be received and entered on the minutes.

Report of the Retail Trade Section.

Your Section have had under consideration the question of the most effective support which it might be possible for retail traders throughout the city to give to the Lord Mayor's Boot and Clothing Fund and a scheme has been evolved with the sanction of the General Purposes Committee of the Chamber which it is believed will be successful in raising a substantial sum for the fund.

The competition is known as the "Repartees," and the following is an outline.

Tickets containing questions will be sold by retail traders at 1s. each, and each purchaser will be eligible to make a repartee to any one of the questions, which repartee will be considered by the judges—Sir William Bowater, J.P., Sir David Brooks, C.B.E., and the Editor of the *Birmingham Post* and the Editor of the *Birmingham Mail*.

Fifty prizes have been offered freely by members of the Section and others to those whose repartees are considered worthy of a prize, and arrangements are also being made to award a prize to the shop assistants who sell the first six winning tickets. The tickets, which are now on sale, have been gratuitously printed by a number of printers in the city.

New Members.

Resolved—That the following be and are hereby elected members of the Chamber :—

Britannic Assurance Co., Ltd., Broad Street Corner, Birmingham (life assurance company).

The British Fast-Grip Spike Co., 33, Furnival Street, Holborn, E.C.4 (railway contractors).

John Clarke (Birmingham), Ltd., 61, Price Street, Birmingham (brass cast hinges).

Clinton-Wall Publicity, Ltd., County Chambers, Corporation Street, Birmingham (advertising specialists).

William Maxwell Crew, 18, Ettington Road, Aston, Birmingham (metal merchant).

Dekla, Ltd., Beacon Works, 103-7, Bradford Street, Birmingham (motor accessories, lamps, horns, mirrors, etc.).

Henry Herbert England, The Ivies, Victoria Road, Stechford, Birmingham (*Hardware Trade Journal* Birmingham Representative).

E. J. Glaze and Co., Exchange Buildings, Stephenson Place, Birmingham (iron and steel merchant).

Noel W. Greenway, 5a, Temple Row, Birmingham (engineer).

Alfred Harry Leadbeater, 60, Green Lanes, Erdington (manufacturers' agent).

Walter John Milford, G.W.R. Birmingham (district goods manager).

Charles William Hopley Payton, 53, John Bright Street, Birmingham (company manager, Burroughs' Machine Co., Ltd.).

Walter Horace Porter, 11, Church Street, Birmingham (merchant).

Thos. Henry Shipley, L. & N.W. Railway, Curzon Street Station, Birmingham (railway district manager).

F. Smith and Son (Southampton), Ltd., Victoria Works, Queen Street, Walsall (electric light fittings manufacturers).

Edward Townley and Sons, Ltd., 75-6, Bull Street, Birmingham (cutlers and tool dealers).

Arthur Wells, Ellergarth, Alderley Edge, Manchester (paper makers' agent).

A. E. Bayliss, Son & Co., 9-10, Sand Street, St. Mary's Square, Birmingham (gun makers).

F. C. Booth and Co. (1921), Ltd., Ocean Works, Camden Street, Birmingham (manufacturers of sheet metal goods).

Hubert Lester Botteley, 15, Upper Holland Road, Sutton Coldfield (draper and furnisher).

Clear Hooters, Ltd., Hooterland, Highgate Square, Birmingham (electric horn manufacturers).

Ernest L. Davis, Podmore House, nr. Kidderminster (manufacturers' agent).

John Fowler, 36, Temple Street, Birmingham (typewriters and duplicators).

Reginald Gilbert Cooper, 12, Grosvenor Gardens, S.W.1 (commercial trade organizer and representative).

Walter Henry Hutt, 100, Cox Street West, Birmingham (insurance broker).

Otis, C. F. King, Bray's Lane, Coventry (mathematical instruments maker).

Albert Edgar Knowles, Denecourt, Heswall, Cheshire (chemical engineer).

Thos. Holland Lawrence, 56, Newton Street (letterpress printer).

G. F. Lester and Co. (Birmingham), Ltd., 36, Cannon Street, Birmingham (iron and steel merchants).

George J. Mason, Ltd., Bradford Street, Birmingham (grocers).

Wm. Marston, Ltd., 28-31, Albert Street, Birmingham (matron trimmings).

Clarence Oscar Meeke, 21, Clarence Road, Moseley insurance inspector).

John Edward Meredith, Church Road, Boldmere, Erdington (retired manufacturer).

Arthur Bernard Muddiman, Sun Building, Bristol. (Canadian Government Trade Commissioner for Birmingham).

T. Norton, Ltd., Llandrindod Wells (fence manufactures, patent).
Norton & Barker, Irving Street, Birmingham (toy manufacturer).
Patent Saucepan Co., Lime Hill Road, Tunbridge Wells (hollowware, aluminium and enamelled steel).
Samuel Chas. Perryman, 246A, Corporation Street, Birmingham (manufacturers' agent).
Priestly and Ford, 35, Paradise Street, Birmingham (engineer and merchant).
George Henry Le Resche (proprietor of the Balsall Heath Motor Works), 155-7, Mary Street, Balsall Heath (motor engineer and agent).
Joseph Roughton, Lawley Street Station, Birmingham (district goods manager, Midland Railway Co.).
Edwin Richards and Sons, Ltd., Portway Works, Wednesbury (coach axles, hand rail stanchions and forgings).
James Allingham Taylor, 11, Priory Road, Edgbaston (district manager Darl. Co.).
Horace William Whitehouse, 3, Eggington Villas, Wollaston, Stourbridge (perambulator manufacturers).

Progress of the Chamber of Commerce.

The Reconstructed Birmingham Buildings.

The policy adopted by the Birmingham Chamber of Commerce has made the institution one of the most influential in the United Kingdom for fostering and developing trade. For a long time past various Government departments have given an increasing amount of attention to the authoritative information which the Chamber can offer on commercial topics, and the recognition of this growing sphere of usefulness is evidenced by the steady additions to the roll of membership. Up to the present time the figures have reached a total of over 3,550 members. And in view of the importance of the Chamber the Council have made every endeavour to provide as headquarters premises adequate for the numerous activities undertaken, and with the further advantage of offering facilities for business transactions so that the institution may tend to become more and more the centre of the community. The acquisition of the block of buildings which formerly comprised the Colonnade Hotel in New Street marked a distinct step forward, and the Chamber is probably the only one in the country which has acquired its own buildings together with the freehold. But having accomplished this the Council have not been content to rest upon their oars. Extensive alterations, involving the expenditure of several thousand pounds, have been undertaken with a view to the provision of a large suite of commodious offices and a variety of amenities calculated to prove attractive and of use to business men. Persons familiar with the accommodation of the building in former days would have some difficulty in recognising the spacious and well-lighted rooms which have been constructed. Attention may be directed to a few of the features of the Chamber in its new state. On the ground floor there is an admirably arranged lounge available for use by every member. It is a large and comfortable apartment in which light refreshments may be served. The extent to which the lounge is used is a clear indication of the high appreciation with which it is regarded.

The Assembly Hall.

The old restaurant has been converted into a handsome assembly room, capable of seating at least 100 people. The work of reconstruction here was of a particularly difficult character, as half-a-dozen pillars in the centre of the room had to be taken away, and the weight of the building made to devolve upon massive stanchions and girders. The result is a large hall, with ample window space. There is a sliding partition in the centre of the room, and exits are provided at either end. At the rear end of the building a new staircase and lift have been built to ensure both convenience and safety, although this has meant the sacrifice of a considerable amount of accommodation. On the first floor there are about a dozen rooms of varying size available for meetings of either a few persons or of a score or more. The council room, admirably adapted for company meetings, a well furnished secretary's office and other accommodation for the staff of the Chamber and of the British Industries Fair are also on this floor. Several branches of the work of the Chamber are provided for on the higher floors, where numerous offices are also let to private concerns.

This, however, does not exhaust the amenities offered. For a small additional subscription members have the use of a club on the ground floor. Here there is a well appointed lounge and a large dining room. The club was only started last Easter, but the membership has now reached 750, and an average of something like a hundred luncheons are served daily.

Whilst all these alterations have immensely improved the facilities offered by the Chamber it has also meant the expenditure of a large sum of money. The acquisition of the buildings and freehold cost £53,000, and a further sum of £28,000 has been spent upon the work of reconstruction in addition to the amount spent upon various necessary repairs. Towards the liquidation of this debt subscriptions have been received totalling £46,000. As trade revives further considerable contributions are looked for towards the amount of £35,000 outstanding.

It is hoped, in view of the wide activity of the Chamber and the beneficial work performed on behalf of trade, that local business men will give generously to enable the Chamber to meet the liability.—*Birmingham Post*, 9th February, 1922.

British Industries Fair (Birmingham), 1922.

The third British Industries Fair (Birmingham) was duly held between February 27th and March 10th, at Castle Bromwich, and it may confidently be stated

that the wonderful collection of exhibits excelled anything which has ever yet been shown in this country.

The work of the Council, upon whom the responsibility of organising the Fair has fallen, has been immeasurably greater than in either of the two previous years, but we have no hesitation in saying that their strenuous labours were amply rewarded by the magnificent display of goods which were to be seen along the two or three miles of gangways along which the stalls were placed.

It must not be forgotten that the year 1921 was probably the worst which had been experienced in the commercial and industrial history, not only of this country, but of the whole of the world.

In February, 1920, on the occasion of the first British Industries Fair (Birmingham), we were on the apex of a post-war boom, where the order books of manufacturers and merchants were full to overflowing, and the only problem was as to how the vast mass of commodities ordered could be produced. Owing to the inability of the world to buy, since the second Fair in February, 1921, many changes for the worse have taken place, but the British Industries Fair (Birmingham) is evidence of the abounding confidence of commercial men that the time is now ripe, if not indeed overdue, to stimulate commerce by every possible means. The Washington Conference was one of the most important events that the world had ever witnessed. It dealt mainly with the question of armaments, military and naval, and its signification lies in the fact that it represents an endeavour to eliminate the possibilities of wars and an earnest of the desire of the peoples of the world to carry on their business without fear of the clash of arms and the upheaval which must necessarily follow therefrom.

During the latter years of the war, and particularly since the signing of the Armistice, Trade Fairs have been organised and held successfully in many countries on the Continent and elsewhere. That these have brought great benefits to the countries in which they were held, we have no shadow of doubt. Neither do we doubt that National, Imperial and International Trade Fairs have come to stay, inasmuch as they constitute in the main a great advertisement of national industry.

The British Industries Fair (Birmingham) is a part of a great national effort to advertise the products of British industry, that is to say, the industry of the United Kingdom and the British Dominions. It may, therefore, most confidently be stated that the Fair is a place where buyers from all parts of the world can see the most up-to-date commodities, and enter into personal communication with the manufacturers of these commodities. In International commerce there is nothing so beneficial as the bringing together into personal touch of the seller and the buyer, and the authority in charge of the British Industries Fair (Birmingham) is most anxious that this intimate relation between seller and buyer shall be effectively brought about.

The work of the British Industries Fair (Birmingham) must, in the very nature of the circumstances, be progressive. This is the sole aim of the Fair Council, a body which is constituted of representatives of the municipality and the Chamber of Commerce of Birmingham. The efforts of the Council have been splendidly supported by the manufacturers of the United Kingdom, and there is every reason to believe that the Fair of 1922 will mark an epoch in the history of Trade Fairs in this country.

The following is a list of the Council and officers who have been responsible for the organisation of this Fair:—

Council.

J. P. Achurch, Esq. (Parker, Winder & Achurch, Ltd.).
J. W. E. Baggitt, Esq. (Thomas Cook & Son).
B. B. Blackburn, Esq. (Best & Lloyd, Ltd.).
H. W. Buncher, Esq. (Buncher & Haseler, Ltd.).
H. Crisford, Esq. (Crisford & Norris, Ltd.).
Major C. R. Dibben (Federation of British Industries).
H. C. Field, Esq., M.A., J.P. (President, Birmingham Chamber of Commerce).
Councillor R. R. Gelling (chairman, Birmingham Parks Committee).
J. J. Gittings, Esq. (National Union of Manufacturers).
C. E. Greener, Esq. (Gun Trade Section).
F. Hawker, Esq. (Frank Hawker's Carpathian Silver Co., Ltd.).
H. H. Humphries, Esq. (city engineer and surveyor).
Councillor Siward James (James, Barton & Kentish).
F. Hilary Jones, Esq. (Mercantile Guardian).
E. Manville, Esq., M.P. (Birmingham Small Arms Co., Ltd.).
T. R. Martin, Esq. (J. H. Tucker & Co., Ltd.).
Geo. W. Mullins, Esq., M.B.E. (director, Cold Rolled Brass and Copper Association).
S. J. Newey, Esq. (Grimley & Son).
William Parkes, Esq. (Sun Cycle & Fittings Co., Ltd.).
Howard Robinson, Esq. (G. Gottschalck & Co.).
R. C. Rodgers, Esq. (Buncher & Haseler, Ltd.).
J. Roughton, Esq. (district goods manager, Midland Railway).
Alderman H. J. Sayer, J.P.
A. W. Smith, Esq. (general manager, Birmingham Gas Department).
Councillor F. D. Tippetts (The Halford Cycle Co., Ltd.).
G. C. Vyle, Esq. (W. & T. Avery, Ltd.).
F. Wain, Esq. (Britannia Tube Co., Ltd.).
Major H. R. Watling (British Cycle and Motor Cycle Traders' Union, Ltd.)
Matthias Watts, Esq. (M. Watts & Co., Ltd.).
John Weatherhead, Esq. (hon. treasurer, Birmingham Chamber of Commerce).
H. Kerry Wingrove, Esq. (G. Wingrove & Son).
A. B. Wood, Esq. (Hearth Furnishers' Association).
Secretary: G. Henry Wright, F.C.I.S.
General Manager: Charles Stanley.

Following the practice which was adopted last year, there was no formal opening of the Fair, but at noon on the opening day, the Lord Mayor paid an official visit, when he was formally received by the chairman and members of the Council and officers.

His Lordship was then conducted through the Fair, and afterwards, as President, presided at an official luncheon of the Council.

At the luncheon, the toast, "Success to the Fair," was proposed by Mr. Neville Chamberlain, M.P., who referred with satisfaction to the character of the exhibition, to the great diversity of manufactured goods, and to the ingenuity shown in the display of those goods. He ventured to think that the courage of the exhibitors would be rewarded, for although it might not at present be possible to do much business, he believed the seed for future trading would be effectively sown and that later on the harvest would be reaped. There were rumours, he said, as to the possibility of the removal of the fair from Birmingham to London, but he was convinced that Birmingham was the proper place for those industries which were carried on in the Midlands, and that foreign buyers would not be deterred by travelling from the Metropolis to Birmingham. He could assure them that there were members of Parliament who would be prepared to use their influence for the retention of the fair in Birmingham if any efforts were further directed to remove it. He added that any proposal to transfer the fair from Castle Bromwich to the centre of Birmingham could only be carried out in response to the expressed wishes of the exhibitors themselves.

The toast was acknowledged by Mr. Worrall, the chairman of the Council, who expressed the view that the present buildings were the most suitable for the Fair, and pointed out that if any extensions were desirable two additional buildings might easily be adapted for the purpose. As to the suggested removal of the Fair to London, he said that would be a very great mistake, because it was important that buyers visiting Birmingham should have an opportunity of visiting the factories, many of which were admirably equipped, in which the goods were produced. An illuminated address, expressing appreciation of his work during the past two years as chairman of the council was presented by the Lord Mayor (Alderman David Davis) to Mr. John Weatherhead.

In reply to the toast of his health, proposed by Councillor Combridge, Alderman David Davis said the Fair represented great national aspirations. The Birmingham section was second to none, and he hoped manufacturers would look upon it as a great national institution organised for their benefit. He appealed to them to work whole-heartedly for the movement. Success, he said, had seldom been attained at the first attempt. The first year there were plenty of buyers, but no sellers, in the second year there were plenty of sellers, but no buyers. "Let us hope," he added, "that on this occasion there may be plenty of buyers and plenty of sellers." (Hear, hear.)

The following is a complete list of the groups of commodities shewn in the fair :—

Group I.—*Brassfoundry, Hardware and Ironmongery.*—Military, naval, cabinet, domestic and other brassfoundry; hearth furniture; metal furniture of all descriptions; bedsteads, hollow-ware, copper goods and bronze (excluding fancy goods); general hardware, safes, locks, keys, cash and deed boxes, sheet metal work, washing machines and appliances; knife cleaning machines; metal trunks, wire goods; string, cord and twine; laundry machinery and appliances; packing materials and cardboard boxes for all trades represented in the Birmingham Section of the Fair.

Group II.—*Metals.*—All descriptions of ferrous and non-ferrous metals and alloys (excluding precious metals) in billet ingots, strips, sheet and circles; wire rods and tubes; stainless metals, tool steels; rust-proofing processes.

Group III.—*Construction, Building and Decoration.*—Building materials; builders' ironmongery and hardware; architectural and ornamental work; constructional steelwork, ferro-concrete; sanitary apparatus, appliances and fittings; contractors' plant; shop, bar and restaurant fittings; municipal engineering and equipment; paints, colours, enamels, varnishes, stains, polishes, lacquers, metal powders, glues and adhesives; mechanical and hand painting, and spraying apparatus; decorating materials, wall papers and coverings.

Group IV.—*Power, Lighting, Heating, Cooking and Ventilating.*—Electrical, gas, oil, steam and all other plant, apparatus, appliances, equipment and fuels, and ventilating plant.

Group V.—*Engineering.*—General machinery, machine tools, engineering and industrial tools; sheet metal machinery; transmission, conveying, lifting and hauling appliances; saw mill equipment; industrial rubber goods and engine packings; foundry appliances and requisites; malleable iron-foundry, drop forgings, die castings; general castings; wire, tube and rolling mill plant; hydraulic plant; scales, balances and other weighing instruments; measuring and testing instruments and appliances; heat treatment of metals; industrial equipment; railway materials; carriage work; ropes and cables of steel and hemp.

Group VI.—*Agriculture.*—Agricultural, dairy and horticultural machinery, implements, appliances and utensils; poultry equipment.

Group VII.—*Mining.*—Mining, colliery and quarrying machinery and appliances.

Group VIII.—*Motors, Motor-Cycles and Cycles and Accessories, and Perambulators.*—Motor-cycles, cycles, motor-car, motor-cycle and cycle accessories, equipment and fittings; perambulators, mail carts, push chairs, push carts (excluding toys), invalid carriages.

Group IX.—*Guns, Saddlery and Harness, Fishing Tackle.*—Fishing rods, tackle, and fish hatching appliances; guns, rifles, revolvers, ammunition, shooting range fittings and appliances; saddlery, harness, harness furniture; whips, horse clothing, stable fittings and appointments.

Group X.—*Brewing, Distilling and Catering.*—Brewery plant, distilling plant, cold storage plant, fittings for catering and licensed trade.

Group XI.—*Services.*—Export journals, trade journals, catering for trades represented in the Birmingham Section of the Fair; transport services; publicity

services; trade organisations; industrial welfare associations; public safety associations; trade propaganda organisations; packing materials and cardboard boxes for all trades represented in the Birmingham Section of the Fair.

On Thursday, March 2nd., when the King and Queen paid an official visit to the London Section of the Fair the following members of the Council and Officers had the honour of being presented to their Majesties, namely:—The Lord Mayor (Alderman David Davis), president; Mr. H. O. Worrall (chairman), Councillor C. Combridge (vice-chairman), Major C. R. Dibben, Councillor R. R. Gelling, Mr. H. H. Humphries, Mr. T. R. Martin, Mr. C. E. Greener, Mr. G. C. Vyle, Mr. B. B. Blackburn, Mr. J. Roughton, Mr. A. W. Smith, Mr. G. Henry Wright (secretary), and Mr. C. Stanley (general manager).

The King showed a keen interest in the Birmingham section, and enquired as to the scope and development of the industries represented at Castle Bromwich. Finally his Majesty wished the Birmingham section every success.

A tour of the London Fair was then made by their Majesties, who were accompanied by all the gentlemen who had been presented. Subsequently, the Birmingham Delegates were present at an important luncheon which was given by the Government and presided over by the President of the Board of Trade (The Rt. Hon. Stanley Baldwin, M.P.). At this luncheon the Chairman of the Birmingham Fair was one of the selected speakers.

During the early part of the afternoon immediately following the luncheon, the Lord Mayor, accompanied by one or two members of the Council and the General Manager and Secretary, visited as many of the stalls of Birmingham exhibitors as was possible in the limited time at his disposal.

The Exhibitors' Dinner.

Representatives of the Board of Trade and the Department of Overseas Trade paid a visit to the British Industries Fair at Castle Bromwich, on Tuesday, the 7th March. Sir Philip Lloyd Graeme, M.P. (Parliamentary Secretary of the Department of Overseas Trade) had promised to be present, but he was unable to fulfil the engagement owing to a family bereavement. Sir W. H. Clark (Comptroller-General, Department of Overseas Trade), and Colonel H. W. G. Cole (Director Exhibitions Division, Board of Trade), however, made a tour of the Fair, and subsequently expressed themselves amazed with the variety and uniform high standard of goods exhibited in the Birmingham Fair. Both representatives were guests at a dinner to the exhibitors at the Grand Hotel, Birmingham, in the evening, under the chairmanship of the Lord Mayor (Alderman David Davis), the President of the Fair.

Mr. Percy Plant proposed the toast of the Department of Overseas Trade and the Visitors. He said they were pleased that the department had been left to carry on the good work which they started in the interests of British trade generally. The department had done wonderful work, and if they had done nothing else but inaugurate the British Industries Fair he thought their existence would have been amply justified. It was true that the Fairs had not accomplished all they set out to do, but tremendous strides had been made, and it was up to them to do all they could to combat the competition they got from Continental fairs.

The Geddes' Report.

Sir W. H. Clark, in responding, expressed the view that the Geddes Committee had taken a mistaken view of the proper relations of the Government and the business community, but surely in a country which was dependent on its export trade it was right that the Government should give trade all the support in its power. If the recommendations of the Geddes Committee had been carried out, it would have involved the breaking-up of the organisation of the department, and that would have been a pity, because the present arrangement enabled them to concentrate in one Department the Overseas service, and to maintain through a single Department their touch with the commercial world. At any rate, the threat had brought out the championship of the business world on the side of the Department. He thought the two Fairs in Birmingham and London represented a remarkable achievement; they had afforded a display of British industry which illustrated in an extraordinary degree the immense scope and range of the manufacturing capacity of this country. The Fairs afforded both points of contrast and points of identity. In London they had the luxury trades and in Birmingham the more solid goods which formed the backbone of British industry, whilst the point of identity was the splendid level of quality in each case. It was this high standard which had made British goods famous throughout the world. It would be idle, he said, to pretend that the Fairs had not been passing through a somewhat critical year. Fairs of that kind were a barometer of trade and were of course affected by the trade depression. It was an amazing tribute to the soundness of British trade and commerce that the effect of the depression had not been more severely felt. The actual reduction in the number of exhibitors had been very small when they considered the strain which had been placed upon people.

Critical Period Passed.

"We may feel," he said, "without undue optimism that we have passed through the most critical period the Fairs are likely to encounter, because there are at the moment solid signs of improvement." The financial and commercial conditions were now sounder than they were at this time last year.

Colonel H. W. G. Cole (Director, Exhibitions Division, Board of Trade) also replied.

Mr. T. S. Peacock submitted the toast of "Success to the British Industries Fair." He paid a tribute to the Press for the way in which they had pushed the Fair. They owed a debt of gratitude, he said, to the *Birmingham Post* and the *Birmingham Mail* for the manner in which

they had dealt with the Fair and the space which they had devoted to it.

Mr. H. O. Worrall (the Chairman of the Council), in replying, explained that the object of that gathering was to bring the Council and the exhibitors into a closer union for their common interest. One of the first problems they had to consider, he said, was to cheapen the cost to exhibitors. Their policy was to make every Fair pay, but not to such an extent that posterity should unduly profit by the enterprise of the earlier exhibitors. If the exhibitors would put up by guarantee sufficient capital to enable the council to buy much of the necessary plant which had to be hired, then the cost might be materially reduced.

The Fair and the Public.

As to the admission of the public there were divergent views, and he would suggest in that connection that the Fair should be kept open until the second Saturday, and that on both the Saturdays the Fair was open the members of the public should be admitted at 2s. 6d. each. There was also the question of date, and it was suggested that for those who came from warmer climates it would be more convenient if the Fair was held in May. As to the site, he pointed to the advantage which Castle Bromwich offered for the great expansion which he hoped to see in the course of the next few years.

The toast of "Our Parliamentary Representatives" was proposed by Councillor C. Combridge (vice-chairman of the Fair), and this was responded to by Mr. Eldred Hallas, M.P. He deplored very seriously that in the present state of trade the spirit of goodwill that existed during and for some time after the war between the employers and employed had diminished. (Cries of "No, no.") If a little more of that spirit was in evidence it would be infinitely better for this country, and give them far brighter prospects.

Mr. E. R. Canning proposed a vote of thanks to the President for presiding.

The Lord Mayor, in reply, said he was one of those who believed that the system of out-of-door relief and Government doles was economically wrong and wicked. If they could only persuade the Government to hand over to the municipality the dole which they were wasting on those loafing about the city it would enable them to provide work for at least one-quarter of the unemployed, and they would get some benefit for the money spent. In his opinion it would take many months when trade revived for the unemployed to get into their stride, and he believed that the system of paying men without requiring work was pernicious. It was the greatest mistake ever made in this country; it was demoralising to the individual and deteriorating to the man.—*Birmingham Post.*

Visit of Hungarian Delegation.

On the 9th March an important Hungarian Delegation, under the leadership of M. Alex. Baneth, Executive Director of the Hungarian British Chamber of Commerce, visited the city. On their arrival they paid a visit to the Lord Mayor. The Secretary (Mr. G. Henry Wright) met them at the Lord Mayor's Parlour, and they were subsequently conducted to the Fair at Castle Bromwich, where they were received by Mr. H. O. Worrall (Chairman) and Mr. C. Stanley (General Manager). After being entertained to luncheon, they made a tour of the Fair, and, on leaving after tea, the members of the delegation expressed their high appreciation of the wonderful exhibition they had had the pleasure to inspect.

The great bulk of our members and readers will have had a full opportunity of reading the exhaustive press notices which have appeared every day concerning the Fair and from this they will have seen that many buyers from abroad as well as from all parts of the United Kingdom have visited Castle Bromwich, and that one of the efforts of the Fair has been to bring to the front hopeful signs of a trade revival. In a large number of cases successful business has been done; in others, the business done has been quite satisfactory having regard to the circumstances prevailing at the present time; whilst in the vast majority of cases there has been a considerable amount of inquiry which must inevitably lead to business in the future.

To sum up, the British Industries Fair (Birmingham), 1922, was undoubtedly a great success from every point of view. It has furnished a great national advertisement, and proved beyond contradiction that the exhibitors are ready to meet the demand which must come, and which we trust will come before many months are over.

Brazilian Centenary Exhibition.

The leading powers of the world having accepted the invitation of the Brazilian Government to participate in their Centenary Exhibition, to be held from 7th September to 31st December, 1922, it was only natural that the British Government, which may be regarded as the guardian of British commercial interests in Brazil, should also decide to participate, especially as taking the year 1920 the total imports into the Republic were £125,001,850, of which the United Kingdom supplied £24,893,997, or approximately 20 per cent. From this it is clear that the potentialities of the Brazilian market are great and that it is essential the public of Brazil should have a full opportunity of seeing exhibits of commodities in the manufacture of which Great Britain is renowned.

The British Section of the Exhibition is being organised by the Department of Overseas Trade. The expenses will be borne partly by His Majesty's Government, partly by British firms taking part in the Exhibition, and partly by Anglo-Brazilian interests, who have contributed to a fund specially raised by a committee presided over by Mr. Lionel de Rothschild, M.P. All arrangements in Rio de Janeiro, the venue of the Exhibition, will be made in consultation with a local committee appointed in that city to advise His Majesty's Ambassador.

The site provided for the British Exhibit is one of the best in the whole Exhibition. The central portion will be a permanent building, which after the close of the Exhibition will be presented to the Brazilian Government as a token of the warm interest taken by the British Empire in the welfare of Brazil.

The charge for space will be at the rate of 10s. per square foot, which will include the erection of a stand of simple design. In the main the space will be allotted only in stands measuring 100 square feet, though in special cases application for 50 square feet will be considered.

Further particulars can be obtained on application to the Secretary of the Chamber, 95, New Street, Birmingham.

The Commerce with Czechoslovakia.

(Communicated).

The recent improvement of the Czechoslovak crown on the foreign markets, which is quite in contrast with the downward movement of the values of the neighbouring countries (Zurich Exchange quoting on January 24th as follows: Vienna 0.15, Warsaw 0.15, Zagreb 1.70, Berlin 2.37, Prague 10.05), seems to indicate that the economic consolidation of Czechoslovakia has attained such a point that the moment is at hand to establish permanent connections with this Republic. Everybody who is interested in connection with the problem of economic reconstruction of New Europe agrees that the progress made in this connection by the young Czechoslovak Republic is quite remarkable, all the more if the conditions prevailing in the other newly formed Central European States are being taken into account. Czechoslovakia, in consequence of its favourable economic situation, can be compared with an island amongst the surrounding States, which are still far from being able to acquire such a stability as the Czechoslovak Republic has obtained at present.

The improvement in the value of the Czechoslovak crown, which is due to the sound economical conditions of the country, confirms this assertion. During the three years since its formation, the Czechoslovak Republic has made admirable efforts in order to assure its economical independence. The powerful Czechoslovak industry, after having satisfied the local requirements, sees itself compelled, in order to dispose of the surplus of its output, to look out for new countries where their goods can be exported to. On the other hand, the Czechoslovak industry needs many raw-material technical implements, and also machinery in order to modernise and to complete the plants of the factories. The Czechoslovak Republic begins to play a rather important part on the world market, and its foreign trade is constantly improving:

	Imports.	Exports.
1919	$130,146,140	$113,751,300
1920	$204,791,150	$229,873,313
1921, January-September ..	$156,550,000	$160,275,000

But if one examines the following figures, viz.:

1920.	Imports.	Exports.
Germany	53.09% ..	11.71%
Austria	8.38% ..	31.67%
United States	5.31% ..	0.30%
Poland	2.72% ..	2.55%
Hungary	2.23% ..	1.67%
Belgium	2.13% ..	0.12%
Holland	1.73% ..	0.97%
Roumania	1.41% ..	0.50%
Italy	1.34% ..	2.52%
Great Britain	0.82% ..	0.30%
Jougoslavia	0.80% ..	0.92%
France	0.63% ..	2.81%
Switzerland	0.11% ..	0.12%
Other Countries	18.97% ..	3.19%

then one must be somewhat surprised to find that Germany has been able to arrive at a figure of more than 50%, whereas those of our country are still insignificant in comparison. Czechoslovak products are well known abroad, however, under a foreign name, for they were exported before the war under the designation "Made in Austria." It is a fact that more than 90% of the goods sent abroad by former Austria-Hungary have been manufactured in the countries of which Czechoslovakia is composed. The prices of goods made in Czechoslovakia and exported to our country are much higher than bought here on the spot, for they go through a number of intermediate merchants. Prices paid here must, therefore, be of special interest to our buyers, especially in view of the favourable exchange against the Czechoslovak crown. It is to be regretted that a country like this, having a brilliant and assured future, is almost totally unknown with us. Germany mobilises its financial resources and makes a most formidable effort in order to conquer this market which appears to be a favourable field for its commercial expansion. Nothing must be left out of account in order to intensify and encourage economic connections with this country, where all conditions are prevalent to assure good business for any enterprising merchant.

All those who desire to enter into direct intercourse with Czechoslovakia can make use of a splendid opportunity by the Fourth International Samples Fair of Prague, which will be held in March next. During this great show, foreign visitors may convince themselves on the spot, how productive Czechoslovakian industry is, for the same comprises three quarters of the whole industry of former Austria-Hungary. Our visitors can avail themselves of all the advantages presented to them by entering into personal contact with Czechoslovak manufacturers and merchants. This is the best way to get over the great difficulties which are still hindering the development of international trade. The Management of the Prague Samples Fair has edited for the next exhibition a prospectus containing a survey of the principal industries of Czechoslovakia and giving all details in connection with the coming Fair. This interesting prospectus can be obtained by applying to the International Samples Fair of Prague, Staromestska radnice (Old Town Hall), Prague I.

"Via Imperial."

British enterprise has always been to the fore in cable matters, and the British Government, knowing how essential is good communication for the international trade of the country, has acquired a cable route of its own to Canada. This—the "Imperial Cable"—is worked direct from London to Halifax (Nova Scotia). Here connection is made with the Canadian Pacific Railway Company's telegraphs to all parts of Canada and also to the United States. The Cable to Jamaica, which serves the British West Indies generally, is worked from the same building in Halifax, and from the same building also a special direct wire is worked to Bamfield, Vancouver, whence the British Pacific Cable works to Australia and New Zealand. The Imperial Cable thus provides a very efficient link with many parts of our Empire.

It is worked with all the best and latest automatic devices that human ingenuity can contrive for combining that speed and accuracy of working which is essential for the business man of to-day. The Post Office has provided a system of direct wires from the Imperial Cable Office in London to Birmingham and other chief provincial cities. Messages are thus readily concentrated from all parts of the country for transmission over the cables, and homeward messages are as easily and quickly distributed to the principal business centres of the country.

It should be noted that this is no case of Government monopoly. On the contrary, every business man knows that cable routes between this country and North America have been efficiently worked for many years by American cable companies. The Government has thrown open to the public this Imperial Cable route because it considers that there should be the maximum of facilities for communication and, moreover, that it is reasonable and desirable that lines connecting the various parts of the Empire should be in British hands. The Service is worked in competition with the Cable Companies' routes, and it can only justify itself in so far as it provides a service as good as, or better than, that of competing routes at equally cheap or cheaper rates.

The full ordinary rates, for which a specially quick service is provided, are the same as those of the other cable routes. There is also a deferred rate to the Eastern Provinces of Canada at 4½d. a word with proportionately low rates to the Western Provinces.

To Australia and New Zealand, besides the deferred service at half rates, the "week-end" service has been established "*via* Imperial" only. This costs 9d. a word to Australia and 8d. a word to New Zealand, with a minimum of 20 words, and messages handed in on Saturday or earlier are transmitted during the week end, and are normally delivered on Monday.

To send by this route cables should be handed in at any Post Office marked "*via* Imperial," or they may be sent by telephone. All the facilities given by other cable routes, such as free credit accounts, books of forms (single, duplicate, or triplicate), free receipt books, etc., are available for messages sent "*via* Imperial." The Postmaster of Birmingham will be glad to send a cable expert to give any further particulars that may be desired and to advise generally on cabling to any part of the world.

One word as to the financial aspect of the Imperial Cable. Although, as shown above, it gives specially low rates, it is making a satisfactory profit, which, of course, goes to the direct relief of taxation.

It is proposed to furnish each month particulars of the previous month's average transit times *via* "Imperial" Cable to Montreal and Sydney.

The average times for the month of February were as follows:—

Average Daily Transit Time:
Montreal, 1 hour 12 minutes.
Sydney, 4½ hours.
Fastest Average Transit Time:
Montreal, 1 hour on 12 different days.
Sydney, 2 hours on 6th February.

"Air Post."

Mr. F. Hilary Jones, a member of the Council of the Chamber, has received a letter as a souvenir of the first air mail from Newfoundland to Halifax, Nova Scotia. The letter was from the Hon. Sir Richard Squires, K.C.M.G., Prime Minister of Newfoundland, and read as follows:—

"Prime Minister's Office,
"St. Johns,
"Newfoundland,
"24th November, 1921.

"Dear Mr. Jones,—An attempt is being made to take an aeroplane mail from Newfoundland to Nova Scotia. Feeling that you might like to have a souvenir in the form of a postage stamp in the event of this mail getting through, I am dropping you this word of greeting.

"With sincere regards.
"Very truly regards,
"(Signed) R. A. Squires."

This mail was carried in a Westland aeroplane made by Messrs. Petters, Yeovil, who exhibited at the recent British Industries Fair, Birmingham, and who brought up a limousine aeroplane from their works by air to demonstrate and to take interested enquirers for trial trips.

Railway Notices.

The attention of members is directed to the additional facilities available to them through the new Transport Section set up in connection with the Chamber. As hitherto, questions of general interest will be undertaken free on behalf of members, but in addition to these it will now be possible to undertake individual assistance in respect of such questions as:—

(*a*) The reasonableness of charges and questions of preference.

(*b*) Rates analyses and mileage particulars.

(*c*) Difficulties in connection with claims and disputes.

(*d*) Siding agreements and all questions of rebates.

(*e*) Checking of railway accounts.

(*f*) And special interviews by arrangement.

For exceptional and individual services the Council have fixed the following schedule of charges :—

For the first ½-hour	Free.
Beyond that time .. .. (Minimum)	10s. per hour. 5s. 0d.
For checking railway accounts	By estimate, in accordance with the work involved.

Birmingham Chamber of Commerce Appointments Bureau.

The following particulars of applicants for employment have been forwarded by the Appointments Department, Birmingham :—

Ex-Captain, age 45, married : well-educated, good accountant : passed course of secretaryship. Desires appointment as steward, traveller, book-keeper, hotel or club manager, or caretaker.

Ex-Corporal, age 32, married ; Grammar School education ; knowledge of French and German, shorthand, typewriting, book-keeping, knowledge of statutes relating to public health, etc. ; full knowledge of office methods and procedure. Desires appointment in the service of a local authority or public body.

Ex-Captain, age 42, married ; educated Clifton College ; possesses thorough business experience, controlled labour, finance, accountancy, transportation ; with firm of worsted spinners from 1898 to 1914. Desires appointment as manager.

Ex-Captain, age 55, married ; college education ; has held position as manager in the live-stock department of a large insurance company ; also has held positions of land agent. Desires appointment as land-agent or farm manager, or any post connected with agriculture.

Ex-Lieut., age 30, married ; educated Birmingham Technical School, Birmingham University ; has been supervisor and manager in casting department of large firm ; experienced in handling labour ; good at figures and statistics. Desires appointment as metallurgical chemist.

Ex-Gunner, age 39, married : Grammar School education : first-class honours, Cambridge Junior and Senior Exams. ; agricultural representative ; quick at figures and secretarial duties ; good and general all-round knowledge of agriculture and its demands ; keen judge—any breed of cattle. Desires appointment as estate agent and farm bailiff, or Board of Agriculture representative.

Ex-Lieutenant, married ; college education ; fluent French ; has had practical training in constructional work, setting out and measuring up work—ferro-concrete ; piling and foundations. Desires appointment as contractors' engineer or assistant to county surveyor.

Ex-Private, age 23 ; educated King Edward VI. Grammar School, Nuneaton ; has been articled to an architect. Desires position as architect's assistant or surveyor to contractor.

Ex-Private, single, age 21 ; Secondary School education ; industrial designer and illustrator, black and white artist. Desires appointment as commercial artist.

Ex-Private, age 27 ; single, good education ; clerical assistant ; has been registrar of births and deaths ; good knowledge of medical matters. Desires journalistic or theatrical appointment.

Ex-Lieutenant, age 26, married ; Secondary School education ; good knowledge of accounts, company and mercantile law. Desires appointment as auditor.

Ex-Lieutenant, age 26, single ; University education ; good knowledge of estate management, both in office and outdoors ; received two years' course of forestry at Oxford. Desires appointment in connection with agriculture, forestry, or the timber trade.

Trade Enquiries.

(1) Firm in Malaga (Spain) are desirous of representing British manufacturers of chemicals, drugs, paints and enamels, for the whole of Spain and the Andalusia.

(2) Firm of importers and exporters in Paris are desirous of getting into touch with manufacturers interested in the French market.

(3) Manufacturers' agent in Brisbane is desirous of representing manufacturers of plated ware, builder's brassfoundry and ironmongery, household ironmongery, shooting, sporting goods.

(4) Firm of agents in Madrid desire to represent manufacturers of paints, varnishes, enamels, guns, and sporting goods.

(5) Firm in Colombo (Ceylon) wish to get into touch with firms interested in that market for the export of hardware, building materials, glass, glassware, bedsteads, safes, etc.

(6) Firm in Toronto, Canada, are anxious to obtain the representation of manufacturers of woollens (dress goods), tricotine, velvets, plushes, etc., and sundry lines peculiar to millinery and men's furnishing trades.

(7) Well-established firm in Rio de Janeiro are open to accept agencies of manufacturers and exporters in heavy hardware, heavy chemicals, patent machines, tropical woollen goods, linens, cotton goods.

(8) Commission agent in Barcelona desires to obtain agencies for grindery and smallwares.

———

SPECIAL TRADE INQUIRIES.

(1*a*) Firm situated in the U.S.A. are desirous of appointing an agent in Birmingham for the sale of their patented product. Further information on application.

(2*a*) Firm of exporters of almonds, olive oil, carob beans, figs, etc., in Italy are anxious to get in touch with well connected agent in Birmingham to handle their goods.

(3*a*) Wanted names of agents or firms in Birmingham willing to take on representation of French embroideries and laces, French lingerie, novelities for fashions, etc.

(4*a*) Firm in Budapest are open to appoint agents in Birmingham for the handling of their agricultural products, medicinal herbs, Hungarian paprika. Details on application.

(5*a*) Rolling mill concern, situated in Paris, are anxious

to get into touch with companies interested in the taking over of their business. Full details on application.

Correspondence.

To the Editor of The Chamber of Commerce Journal.

Sir,—In reference to Mr. Fisher's address at the Central Hall, on February 24th, it does seem ungenerous to look a gift-speaker in the mouth; but I cannot help but offer a word of criticism and complaint. As a business man I went to the Hall, expecting to hear something worth hearing on Education for Business in accordance with the theme advertised; something, perchance, to be of value to me in my own business. But not one word on this subject was offered except a half-hearted apology for having neglected the proper subject.

Instead of the address advertised we had an insipid apology for the shortcomings of the Government, with a long-winded list of its accomplishments; and then a string of platitudes on the general subject of education, which told us nothing we had not previously thought out for ourselves, and which at best was a veritable exhausting of the obvious. This and a clever gibe at the newspapers antagonistic to his own party completed the address. To a business man it was as dull as ditch-water; not one word did it contain of inspiration for teachers.

I earnestly protest against being called to such a meeting on false pretences, and I look upon it as little less than an insult to a large audience to offer such an ill-digested and trite effusion in place of what we naturally expected. In fact, it was a matter of all "cackle" and no "'osses."

I well remember some year or so ago having a similar disappointment, when Dr. Addison addressed the members of the Chamber in the Town Hall. It seems to me that these clever political speakers do not come with the intention of telling us anything helpful or worth hearing; but simply to fulfil a presumed obligation on the easiest possible terms.—Yours, etc.,

"Jeweller."

Directory.

"Chemicals and Industrial Materials." With their Commercial Uses. (Compiled and Published by Charles Argles, 39, Corporation Street, Birmingham. 10s. 6d. net, postage 9d.)

This Red Book of about 300 pages should be invaluable to all Chemical Manufacturers, Exporters, Chemical Merchants and Brokers, Importers, Drysalters, Produce Merchants, Manufacturing Chemists, Oil Merchants, &c. It contains the names of over 1,000 raw materials, and indicates the industries in which they are used, and is therefore a guide to the manufacturer and the merchant as to the trades which should be called upon. Take one of the earlier chemicals referred to, viz., Acetic Acid, we find 25 separate industries named as requiring to use it in their processes of manufacture. The chemicals and industrial materials are set forth in alphabetical order, and opposite to them are placed the names of the trades which require them in the manufacturing processes. At the end of the book there are most useful and separate lists showing the chemicals and industrial materials used in Agriculture, Bakery and Confectionery Trades, Brewing, Dyeing and Calico Printing, Glass-making, the manufacture of Inks, the Leather and Tanning Trade, the Paint and Varnish Trade, Oil Colours, Paper Making, Perfumery, Photography, Pottery and Porcelain, Process Engraving, and the Lithographic Trades, Rubber and Rubber Articles, Soap-making, Sweetmeats, the manufacture of Textiles and in the preparation of Vegetarian Foods. So far as we are aware there has never yet been published so complete a guide to the commercial user of chemical and industrial materials as the one under notice, which is compiled and edited by a practical man who has availed himself not only of his own knowledge but of the knowledge of many leading manufacturers and technical chemists.

Reviews of Books.

"Cotton Spinning Machinery and its Uses." Wm. Scott Taggart. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2.) Price 2s. 3d. net.

This book is an addition to the Pitman's Technical Primer Series. It describes the characteristics of various kinds of cotton and the processes and machinery used in its preparation and spinning, with practical notes on the manipulation of material and machinery. The volume will both prove interesting and valuable, not only to students, but to textile engineers and mill workers.

"A Fluctuating Exchange and the Remedy." By W. Goodliffe, M.A. 68, Victoria Street, Westminster, London, S.W.1. Price 1s.

During the past two years many proposals have been urged in books and pamphlets at Financial and Business Conferences, for remedying the deplorable effects of the present chaotic condition of the Exchanges. In this interesting pamphlet, Mr. Goodliffe proposes, what he calls a simple remedy, viz., the introduction of a new and more stable unit of rates for all national values and of an international credit (expressed in terms of such unit) circulating within prescribed limits to serve as the link in the conversion of one currency into another.

Space does not permit of our setting forth the terms of Mr. Goodliffe's proposals, but he urges that his remedy is simple, effective, and inexpensive, and that if it should prove far-reaching, it will but serve to show how greatly the world's financial machinery needs and is as amenable to amendment.

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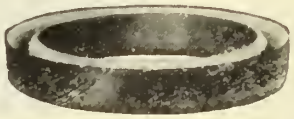
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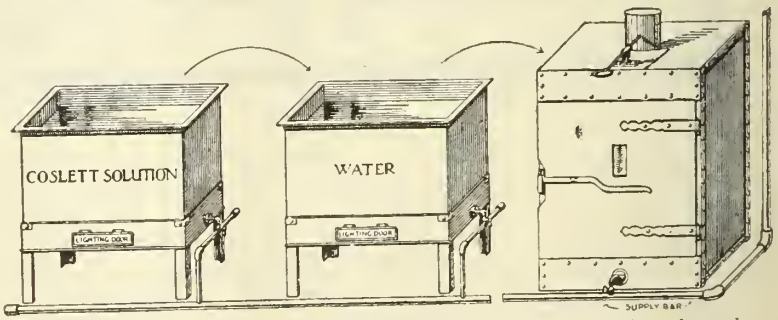
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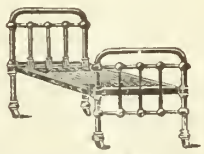
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Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

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W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 783.

COLOUR PRINTERS.

Jenner & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham.

COMMERCIAL PHOTOGRAPHER.

Edgar T. Gething, 6 Oozells Street, Birmingham. Mid. 1133.

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Harry Jacobs Exchange Buildings, New Street, Birm. Mid. 1282-3.

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Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

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Constructional Engineering Co., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

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John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

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Charles Rowley & Co., 146-8 Bordesley, Birmingham. Cen. 3162.

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Bowns, Ltd., Æolus Works, Summer Lane, Birmingham. Cen. 3374.

T. Cadby & Sons, Farm St., Hockley, Birmingham. Northern 386.

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James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
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Lindalls, Ltd., Globe Works, Lombard Street, Birmingham. Mid. 596.
W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
New Hudson, Ltd., Icknield Street, Birmingham. Cen. 6523.
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Jointless Rim, Ltd., 47 Union Passage, Martineau Street, Birmingham.
The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

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J. B. Brooks & Co., Ltd., Criterion Works, Birmingham. Cen. 2273.
Gough & Co., Ltd., 180 Park Road, Hockley, Birmingham. Cen. 3447.
The Leatheries, Ltd., Sparkbrook, Birmingham. Vic. 216.
Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
Wright Saddle Co., Ltd., Lower Essex Street, Birmingham. Mid 56 & 57.

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D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56/57.

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Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Tels.: "Renown," Birmingham.

CYCLE AND MOTOR LAMPS.

Lamps (Birmingham), Ltd., Belgrave Road, Birmingham. Mid. 1216.
Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingham. Cen. 2585.

CYCLE AND MOTOR PUMPS.

Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lowe & Co., Ltd., 55-57 New St., Aston, Birmingham. Northern 845.

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Charles Lindall & Son. Ltd., Parkfield Road, Saltley, Birm. East 867.
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Chas. B. Timperley, Queen's Chambers Snow Hill. Birm. Cen. 275.
Bown's Export and Fitting Dept., 86 Snow Hill, Birmingham. Cen. 275.

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W. Dean & Co., Ltd., 67 Cliveland Street, Birmingham. Cen. 7354.
Midland Wheel Co., 28 Avenue Road, Aston, Birm. East 91.

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J. B. Brooks & Co., Ltd., Cycle Saddles, Leather Goods, Travelling Bags, Trunks, Fancy Leather Goods, Motor Trunks and Specialities, Criterion Works, Great Charles Street, Birmingham. "Brooks," Birmingham. Cen. 3670 (6 lines).

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Clyde Works, Weaman St., Birmingham. Cen. 2845.

Horton Hub and Engineering Co., Ltd., Brearley Street, Birmingham.
Morgan's Chains & Pedals, Ltd., Wellington Works, 89-90 Cheapside, Birmingham. Mid. 1826.

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William Mills, Ltd., Atlas Works, Grove Street, Birmingham. "Wilmil," Birm. Smethwick 313-314.

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Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen 2110.
R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.

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Archer Stamping Co., Wharf Street, Aston, Birmingham. East 376.
Armstrong, Stevens & Sons, Ltd., Whittall St., Birmingham. Cen. 6148.
Drop Stampings, Ltd., Manchester Street, Birmingham. Cen. 6132.
A. Harper, Sons & Bean, Ltd., Drop Stampings and Pressings in all kinds of Metal, Rolfe Street, Smethwick. "Beanlon," Smethwick 317.
Hughes-Johnson Stampings, Ltd., Langley Green, Birm. "Engines," Langley, Worc. Oldbury 260-1-2.
Long Acre Stampings, Ltd., Long Acre, Aston, Birm. East 229.
Soho Drop Forgings Co., Ltd., Watt Street, Smethwick, Birm. S. 30.
Stampings Alliance Ltd., Argyle Street, Nechells, Birm. East 130.

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Coleman & Appleby, Ltd., 22 Great Hampton Street, Birm. Cen. 766.
R. Cruickshank, Ltd., Camden St., Birmingham. Cen. 7213.

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Septimus Vaughan, Ltd., Henry Street, West Bromwich.
Whitehouse Bros. Ltd., District Works, Cannock, Staffs Tel. No. 3.
A. W. Wills & Son, Ltd, Park Mills, Nechells, Brmingham. East 117.

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Reeves & Co., Crescent Works, Birm. Cen. 1553.

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Thomas R. Carpenter, Ltd., 171-9 Bishop Street, Birm. Mid. 1014.

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Henderson & Walker, Ltd., Sydenham Works, Small Heath, Birm. "Bagatelle," Birm. Vic. 117.

John A. Harry Hunt, 233, Bradford Street, Birmingham. Mid. 1941.

Ingram & Kemp, Newtown Row, Birmingham. Cen. 471.

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Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

John Tickle & Co., Ltd., Providence Wks., West Bromwich. W. B. 335.

Alfred Wiseman, Ltd., 80-9 Glover St. Birmingham. Vic. 560 and 561.

ENGINEERS' BOLTS AND NUTS.

Illston & Robson, Herbert Road, Birmingham. Vic. 180.

ENGINEERS' AND BUILDERS' MERCHANTS.

W. Bennett & Co., Engineers' Stores, St. Nicholas Street, Worcester. Tel. 262. Materials for all trades, Home and Export.

ENGINEERS (Confectioners').

John Hounsell (Engineers), Ltd., George St., Parade, Birm. Cen. 1338.

ENGINEERS. (ELECTRICAL).

Brolt, Ltd., Rood End Road, Oldbury. Oldbury 226.

ENGINEERS' MERCHANTS.

James Turnbull & Co., 3 New Street, Birmingham. 'Phone: Cen. 5339. 'Grams: "Supervise."

ENGINEERS' MERCHANTS, MILL AND COLLIERY FURNISHERS.

Birmingham Power Transmission, Ltd., 105 Vyse Street, Cen. 432, and 117-8 Snow Hill, Birm. Cen. 3364. And 165 Spring Hill, Birmingham.
Sydney R. Turner, 145 and 147 Bristol Street, Birmingham. Mid. 2120.

ENGINEERS' TOOLS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
Thomas Chatwin, Ltd., Gt. Tindal Street, Birm. Mid. 1790. Taps and Dies, Gauges, Reamers, etc.
Charles Churchill & Co., Ltd., Albert Street, Birm. Cen. 2117.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.

ENGINEERS' SMALL TOOLS.

Alfred Herbert, Ltd, 208, Corporation Street, Birmingham. Cen. 2110.

ENGRAVERS.

Frank Baker & Sons, Ltd., 28-29 St. Paul's Square Birm. Cen. 2893.
Ingall, Parsons, Clive & Co., Bradford Street, Birmingham. Mid. 423.
W. Mavitta, Anchor Works, Park Road, Aston, Birm. Mathematical Scales and Engine Dividing.
J. R. Pearson, 35-39 Cowper Street, Birmingham.

EXTRUDED METALS.

McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechnie," Birmingham. Edg. 381 (4 lines).

EXTRUDED METAL RODS.

The Delta Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 5206.

EYELETS.

Bodill, Parker (1922), Ltd.,
Motor, Sail, Sacking, Equipment, Strap and Legging. Spur Teeth Gromets, Brass Thimbles, round or heart-shaped, &c., &c.

Trade  Mark.

Albion Works,
Gt Hampton Row, Birmingham.
"Bodills," B'ham. Cen. 2260

Fisk, Davey & Co., Ltd., Tower Road, Aston, Birmingham. East 170.
Herbert, Kershaw & Co., Ltd., Highgate Street, Birm. Mid. 511.
George Tucker Eyelet Co., Ltd., Jameson Road, Birmingham. East 241.

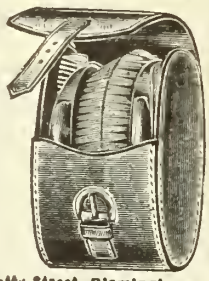
EYELETS—*continued.*

Eyelets, Limited,
Manufacturers of EYELETS FOR THE BOOT, CORSET AND STATIONERY TRADES,
Commercial Street, Birmingham.
Mid. 975.
Tel. Add.: "Eyelim," B'ham.

FANCY LEATHER GOODS.

H. R. Aulton & Co., Warwick Works, Walsall. Walsall 352.
British Leather Goods Co., Midland Leather Works, 52 to 56 Macdonald Street, Birm. Mid. 718.
Eeles, Walker & Co., Ltd., The Crescent, Birm. Cen. 5324. Attaché and suit cases, travelling equipmeut. Vacuum Flask Carriers.

FRANK J. HALL,
Fancy Leather Goods Manufacturer.
Specialities:—Companion Cases, Manicure Cases, Brush and Comb Cases Solid Leather Collar Attache Cases, Music Cases, etc., etc.



27, Charlotte Street, Birmingham.

D. B. Harris & Son. Ltd., 73-5 Newhall Street, Birm. Cen. 6276.
Thos. Icke & Son, Heath Leather Works, West Bromwich. W.Brom.63.
Edward Jones, 145-7 Camden Street, Birmingham. Cen. 2787.
Martins—Birmingham, Ltd., Granville Street, Birmingham.
Adolph Scott, Ltd., 24-6 Gt. Hampton Street, Birmingham. Cen. 702.
Richard Wheatley & Son, 90-96 Constitution Hill, Birm. Cen, 5774.

FELLMONGERS.

J. J. & H. Hossell, 96 Coventry St., Birm. Cen. 4186. Branches, Belmont Passage, Birm., and Layerthorpe Bridge, York.

FELT MANUFACTURERS.

Cooper & Co (Birmingham), Ltd., Little King St., Birm. Cen. 2264.

FENDER MANUFACTURERS.

Addicott & Holland, 58-59 Staniforth Street, Birmingham. Cen. 1678.
Charles Hufton, Conybere Works, Birmingham. Mid. 296.
Newey & Homer, London Fields Works, Dudley. Dudley 32.
R. Normansell, Exeter Street, Birm. Mid. 1754.
Ogilvy & Partridge, Ltd., Browning Street Ladywood, Birm. Mid. 670.
John Wright (Fenders), Ltd., Glover Street, Birmingham. Vic. 296.

FERRULES.

Thomas Johnson & Sons, Whitehouse Street, Aston, Birm. East 904. Small solid-drawn brass, steel.

FILES, RE-CUT.

Monks & Crane, Ltd., Stanhope St., Birmingham. Stock of New Files, Tools.

FILING SYSTEMS.

Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.

FIRE BRICKS.

Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Lumps, Tiles, Ganister
Bowen & Edwards, Northwood Street, Birm. Cen 522. Fireclay, Ganister,
Gibbons (Dudley), Ltd., Dibdale Fireclay Works, near Dudley.
Harris & Pearson, Stourbridge. Brierley Hill 7. "Fireclay," Stourbridge.
King Bros., Ltd., Penn Street, Birm. Cen. 1109. Crucibles, Glass Pots.
Mobberley & Perry, Ltd., Stourbridge. 128, 129 Brierley Hill.

FIRE EXTINGUISHERS.

Foamite Firefoam, Ltd., 65, South Molton Street, London, W.1. District Manager, A. F. Sargeant, 57, Bishopsgate Street, Birmingham.

FISH HOOK AND NEEDLE MANUFACTURERS.

Richard Hemming & Son, Forge Mills, Redditch. Redditch 10.
Thomas Hemming & Son. Ltd., Windsor Mills, Redditch. Redditch 135.
Arthur James, Excelsior Works Redditch.
John James & Sons, Ltd., Victoria Works, Redditch. Redditch 12.
The Redditch Manufacturing Co., Gresham Works, Redditch. Red. 150
H. Wilkes & Co., Ltd., Studley, near Redditch. Studley 8.

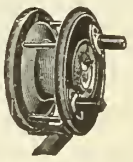
FISH HOOK AND TACKLE MANUFACTURERS.

S. Allcock & Co., Ltd., Standard Works Redditch. Redditch 1 and 2.
Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.
George Moore, Ltd., National Works, Redditch. Established 1805.

FISHING REEL MANUFACTURERS.

Reuben Heaton & Sons, Ltd., 38-40 New Street, Aston, Birmingham.

Smith & Wall, Limited,
Manufacturers of Fishing Reels, Rod Ferrules and Fittings, Gaff Hooks, Landing Rings, Nets and Tackle.



Whitehead Road, Aston, Birmingham.

FOOTBALL AND FOOTBALL BOOT MANUFACTURER.

William Shillcock,



McGregor Football Boots and Footballs.

Newtown Row, Birmingham.
Tel. Add.: "Football, Birmingham."
Telephone: Central 4416.

FORGINGS (IRON AND STEEL).

G. Cook, Regent Row, Birmingham. Cen. 678.

FOUNDRY PLANT MAKERS.

Constructional Engineering Co., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

FURNACES.

The Incandescent Heat Co., Ltd., British Mills, Cornwall Road, Smethwick, Birmingham. Coal, gas, and oil-fired, for all purposes.
C. F. Price & Co., Ruskin Chambers, 191 Corporation Street, Birmingham. Cen. 5997. Makers of Price's Patent Gaseous Furnaces. Guaranteed Smokeless.

GALVANIZERS.

Arthur J. Austin & Co., Ltd., Hack Street, Derltend. Birm. Cen. 6504.

GARDEN SYRINGES.

Thomas Hickin & Sons, 83 Buckingham Street, Birmingham.

GAS AND ELECTRIC LIGHT FITTINGS.

Beal, Greenwood & Co., Ltd., Hinckley Street, Birm. Mid. 78.
Thomas R. Carpenter, Ltd., 171/179 Bishop St., Birm. Mid. 1014.
Ingram & Kemp, Newtown Row, Birmingham. Cen. 471.
Charles Joyner & Co., Icknield Square, Birmingham Edgbaston 513.
Rainsford & Lynes, Ltd., Emily Street, Birmingham. Mid. 1325.
Taylor Bros., Cooksey Rd., Small Heath. Birm. Vic. 95. "Chandelier," Birm.

GAS AND ELECTRIC LIGHT GLOBES.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410.

GAS BURNERS.

Burners (1921), Ltd., Stoke Prior Mill, Bromsgrove. Phone: 113 Bromsgrove.

GAS ENGINEERS.

W. Parkinson & Co. (incorporated in Parkinson and W. & B. Cowan, Ltd.), Bell Barn Rd., Birm. Mid. 2245. "Gasmeters," Birmingham.

GAS IRONS.

W. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. B. 64.

GAS METER MANUFACTURERS.

A. G. Sutherland, Ltd., Warwick Road, Greet, Birmingham. Vic. 368, 369

GAUGE GLASS MANUFACTURERS.

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 957.

GEAR CUTTERS.

The Moss Gear Co., Ltd., Thomas Street, Aston, Birm. East 306 & 307.
Alfred Wiseman, Ltd., 80-89 Glover Street, Birmingham. Vic. 560 & 561.

GEAR WHEELS.

John Tickle & Co. Ltd., Providence Works, West Bromwich. Tel. 335.

GEM AND SIGNET RING MANUFACTURERS.

Eaton & Wrighton, 121 Vyse Street, Birmingham. Cen. 7089.

GLASS MANUFACTURERS.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410. Gas and Electric Light Globes.
Chance Bros. & Co., Ltd., Glass Works, Smethwick, Birm. Oldbury 106. Manufacturers of Glass for all kinds of Glazing; also Heat-resisting Glass Globes.

GLASS BEVELLERS AND SILVERERS.

Martin Dunn, High Street, West Bromwich. West Bromwich 451/2.
O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birm. Mid. 2300.
Samuel Krinks & Sons, Soho Pool, Hockley, Birmingham. Cen. 2857.
Wm. Pearce & E. Cutler, Ltd., Bridge Street, Broad Street, Birmingham. Mid. 2114. "Mirrors," Birm. Plate and Window Glass, Brilliant Cutting, Bending, Embossing, Lenses, Stained Glass and Lead Lights. All kinds of Framed Mirrors.

Parker & Osborn,
Glass Bevellers, Silverers and Benders. Lense Grinders.
Specialists for the following Trades
Cabinet Furniture Work, Shop Fittings, Silversmiths, Motor Lamps, Carriage Lamps.
6 and 7 Parade, and Scotland Street, Birmingham.
Cen. 6104 and 5579.

Joseph Price & Sons, Ltd., Fleet Street, Birmingham. Cen. 1530.

GLASS MERCHANTS.

Thos. Upton & Sons, 309 Broad Street, Birmingham. Mid. 1364.

GOLD BEATER.

Frank B. Hall, 140 Sherbourne Road. Balsall Heath, Birmingham.

GOLD & SILVER REFINERS.

Edward Day, 27-28 Warstone Lane, Birmingham. Cen. 3666.
Chariss Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.
Lees & Sanders, Warstone Smelting Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Works, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden.

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

GREASE MANUFACTURERS.

Joseph Batson & Co., Ltd., Tipton, Staffs. Oil and Grease.

GRINDERS (MACHINE KNIVES AND FILES.)

F. & C. Reaney & Co., 62-64 Gooch Street, Birmingham.

GRINDING MACHINES.

R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-4.
John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

GUN AND RIFLE MANUFACTURERS

William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
G. E. Lewis & Sons, 32 and 33 Lower Loveday Street, Birmingham.

GUN AND RIFLE MANUFACTURERS —*continued.*

Holloway & Naughton, Ltd.,
Gun & Rifle Manufacturers.
Specialities:—
12 BORE SPORTING GUNS. Hammer, Hammerless, Ejector, Side Locks, and Pigeon.
HIGH VELOCITY RIFLES.
Vesey Street Works, BIRMINGHAM.
Tel. Add.: "Industry."
Tel. No. Central 1645.

Midland Gun Co.,
BIRMINGHAM.
'Phone Cen. 1254.


'Grame 'Riflee'
MANUFACTURERS OF
GUNS, RIFLES, REVOLVERS.

Chas. Osborne & Co., Ltd., Whittall Street, Birmingham. Cen. 1541.
Skimin & Wood, 31 Loveday Street, Birmingham. Telegrams: "Nimiks."
Ward & Sons, 2 St. Mary's Row, Birmingham. Cen. 675.
Webley & Scott, Ltd., 86 Weaman Street, Birmingham. Cen. 479.
Fredk. Williams, 32 and 33 Weaman Street, Birmingham. Cen. 1572.

HACK SAW FRAMES.

Stonehouse Works Co., Spon Lane Mills, West Bromwich.

HAIR PINS.

Kirby, Beard & Co., Ltd.,


Pins, Needles, Hairpins, Safety Pins, Needle Cases, Fish Hooks, Hat Pins, Glass Headed Pins
Ravenhurst Works, Bradford Street, Birmingham.
Mid. 562.

Twining & Sons, Ltd.,
Manufacturers of every description and put up of Bronze and Black Hair Pins, Safety and Hinged Pins, Photo Frames, and General Smallware.


"Teesonia."
185 Brearley Street, Birmingham.
Cen. 7123. Established 1865.

HAIR PINS—*continued.*

T. E. Linnett Startin, Lombard Works, 106-14 Emily Street, Birm. Mid. 1881. Also pins.

HAIR WAVERS.

T. E. Linnett Startin, Lombard Works, 106-14 Emily St., Birm. Mid. 1881.

HAM AND BACON CURERS.

Marsh & Baxter, Ltd., Brierley Hill, Staffs. Brierley Hill 121.
W. H. Smart & Co., Ltd., 5, 6 and 7, Wrentham Street, Birm. "Storage," Birm. Mid. 783.

HANDCUFFS.

Hiatt & Co., Ltd., Masshouse Lane, Birmingham. Cen. 3365. Also Police Accoutrements in general.

HEARTH FURNITURE.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

HEATING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, "Fahrenheit," Birmingham. Vic. 463.

HEATING AND VENTILATING ENGINEERS.

Froggatt & Prior, 232 Broad Street, Birmingham. Mid. 15.
Taylor & Peck, 5 and 6 Broad Street, Birmingham. Cen. 6066.

HINGE MANUFACTURERS.

Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Hinges in Iron, Steel & Machine made, Brass.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.
Harrison & Co., Bradford Street, Birmingham. Mid. 675.

HOLLOW-WARE.

Froggatt & Tyler, Ltd.,
Hollow-ware, Tinned, Galvanized, and Japanned Goods.


REGISTERED TRADE MARK.
Crown Tin & Japan Works, Bilston.
Bilston 47.

Edward Hill (Successors to Hill Bros & Sutton) Regina Works, Lye, Stourbridge. Lye 1.
Francis Hill, Belmont Works, Birm. Cen. 1037. Wrought-iron hollow-ware.
N. C. Joseph, St. Eloi Works, Stratford-on-Avon. Manufacturers (in Aluminium only) of Stewpans, Saucepans Frypane, and Porringers, also Seamless Kettles, Teapots, etc.
Ludlow Bros. (1913), Ltd., Palmer Street, Birmingham. Vic. 303
Rhodes & Cartwright, Cradley Heath Buckets, Baths, etc.

Joseph Sankey & Sons, Ltd.,
Bilston, Staffordshire.
Bilston 115.
Tinned and Enamelled Saucepans, Stewpans, Kettles, Frying Pans.
NEPTUNE

BRAND.

HOLLOW-WARE—*continued.*

Sargeant Turner & Sons. Ltd., Imperial Works, Lye, Stourbridge.
The Sheet Ironworkers, Ltd., Phœnix Works, Cradley, Staffs.

HOLLOWWARE (CAST).

Joseph & Jesse Siddons, Ltd., Hill Top, West Bromwich.

HOLLOWWARE (ENAMELLED ETC.)

John Stevens, Ltd., Brierley Hill, Staffordshire. Lye 26.

HORSE CLIPPING MACHINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks, Alma St., Birm.

HYDRAULIC ENGINEERS.

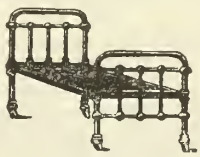
Hollings & Guest, Ltd., Thimble Mill Lane, Birmingham. East 490.

HYDRAULIC LEATHER MANUFACTURERS.

A. Collins, Rea Street South, Birmingham. Mid. 2387.
Edward Weaver, 221 Broad Street. Birmingham. Mid. 936.

HOSPITAL BEDSTEADS.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

J. Nesbit-Evans & Co.,
Manufacturers of
SPRING BEDSTEADS.

Only Address:
WEDNESBURY (Staffs.).
Phone: Wednesbury 119.
Tel. Add.: "Hospitabed."

Whitfields Bedsteads Ltd.,
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'Phone "Victoria 94."
Tel. Add. "Bedsteads," B'ham.
The "Lawson Tait" Spring Bedstead.

First in 1881.
Best in 1921.
40 Years' Record.
Registered Trade Mark.
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Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
The Damard Lacquer Co., Ltd., Sole Selling Agents; Pinchin, Johnson & Co., Ltd., Minerva House, Bevis Marks, London, E.C.3. Avenue 910

INSULATION SPECIALISTS.
VULCANISED FIBRE, VULCANITE EBONITE, INDIA RUBBER for all mechanical purposes, EBONOSTOS INSULATORS.
Heaven, Dowsett & Co.,
38 Cannon Street, Birmingham.
Cent. 5832

INSURANCE.

Andrewes & Bradley, 55 Temple Row, Birmingham. Cen. 5465.

BRITANNIC
Assurance Co., Ltd.

TOTAL FUNDS £6,300,000.

All classes of Life Assurance business transacted.
Attractive Up-to-date Tables.

Chief Offices:—
Broad St. Corner, Birmingham.

THE BRITISH OAK INSURANCE CO. LTD.

Total Security over £1,000,000

All Classes of Insurance transacted (except Life).

Exceptionally low Premiums for INCLUSIVE HOUSEHOLD, MOTOR, WORKMEN'S COMPENSATION, Etc.

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Lancashire & Cheshire Insurance Corporation, Ltd., 14 Temple Street, Birmingham. Cen. 1333.
Midland Employers' Mutual Assurance, Ltd., Winchester House, Victoria Square, Birm. Cen. 1621 and 1622.
Proctor, Smith & Proctor, 371 Holyhead Road, Birmingham. Telephone West Bromwich 570.

Telegrams "Henry Riseley, B'bam." Telephone Central 3577.

Henry L. Riseley & Sons,
Insurance Brokers (Incorporated), Underwriters and Claim Assessors (Established 1868),
Bristol, Cardiff and Birmingham.
Every description of Insurance effected. Special facilities for Workmen's Compensation Insurance. Marine, Commercial and Private Motor Vehicles.

Midland Branch Manager.
J. Rowe Brooks, 14 Temple Street, Birmingham.

H. E. Scrivens, 20A Temple Street, Birmingham. Cen. 1865.
Wm. H. Venables & Sons, Ltd, 71 Temple Row, Birm. Cen. 3415.

INSURANCES (MARINE).

J. Johnson & Co., Ltd., 32 Paradise Street, Birm. Mid. 2956. Marine.
C. Medlicott Harrison, Ltd., 45 Newhall Street, Birm. Cen. 116.

John Sutcliffe & Son,
1 CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1862. Freights, Chartering, Coal Insurance Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
"Cliffson, Birmingham." Tel. Cen. 4289 and 5986.
Also at Grimsby, London, Liverpool, Bradford, Manchester and Glasgow. Direct Agencies in France, Holland, U.S.A., Canada, etc.
Mr. M. G. Cooke, Birmingham, District Manager.

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National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028-1029.
Charles Sharrock & Co., 95-98 Exchange Buildings. Mid. 1202.

INVALID CARRIAGE MANUFACTURERS.

Thomas McKenzie, Bath Passage, Birmingham. Mid. 836.

IRON AND STEEL MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Nightingale & Brinton, 3 New Street, Birmingham. Cen. 2966.
A. P. Shelley, Ltd., 62 Steelhouse Lane, Birm. Cen. 2707. Speciality, Bright Rolled Steel Strip.

Sutton & Ash, Ltd.,
Iron and Steel Merchants
Trade E L F Mark.
Joists, Angles, Tees, Bars, etc., Girders, Iron and Steel Sheets,
SNOW HILL, BIRMINGHAM.
"Elf, Birmingham."
Tel. Cen. 1871. Pte. Branch Ex.

J. & C. Swanne, Ltd., Head Office 36 Paradise Street, Birmingham. Speciality: Bright Drawn and Cold Rolled Steel for all purposes.
Uren, Rogers & Co., Ltd., Smithfield Street, Birmingham. Mid. 299.
John Walsh & Co. (Birmingham), Ltd., Winchester House, Birm. Cen. 3550 Also Anthracite Coal. Tel.: "Square," Birmingham.
F. H. Warden, Ltd., Lionel Street, Birmingham. Cen. 692.

IRONFOUNDERS.

British Mills Foundry, Cornwall Road, Smethwick, Birmingham.
Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.
John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.
Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm
Wm. Cross & Sons, Ltd., Lyng Foundry, West Bromwich W. Brom. 64.
J. C. Dalman & Sons, River Street Birmingham. Cen. 4006.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
Hassall & Singleton, Ltd., Freeman Street, Birmingham. Cen. 3214.
R. J. Hunt & Son, Berkley Street. Birmingham. Mid. 720.
Newby & Son, Phœnix Foundry, West Bromwich. Small Soft Grey Iron Castings.
Preston & Bishop, Ltd., Clement Street Parade, Birm. Cen. 1218.
Smith, Bingley & Evans, Ltd., Aston Road North, Birmingham. East 222, "Trio," Birmingham.
Samuel Smith & Sons, Ltd., Beehive Foundry, Smethwick, Smeth. 56.
John Tickle & Co., Ltd., Providence Works, West Brom. W. Brom. 335.
T. J. Walford, Charles Henry Street, Birmingham. Mid. 722.
Alfred Wiseman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

IRON PLATE WORKERS.

W. H. Challingsworth, 296 Heath Street, Birmingham. Cen. 7201.
The Granville Tin Plate Co., Sheepcote Street, Birmingham. Mid. 1681.

JACKS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks., Alma St., Birm.

JAPANNERS.

Cox & Co., 92 Cox Street West, Balsall Heath, Birmingham. Mid. 17.
Devonia Colouring Co., 131-133 Angelina Street, Birm. Mid. 1819.

JEWEL CASE MANUFACTURERS.

F. Brueton & Son. Ltd., 28-30 Nursery Rd., Hockley, Birm. Safety Razor Cases, Jewellery Cases, Stock Ring Cases, Manicure Cases. Northern 478.

Telephone: Northern 486.
Telegrams: "Hemlock, B'ham."

C. W. CHENEY,
FACTORY ROAD, SOHO, BIRMINGHAM.
Manufacturer:
Jewel Cases ready for covering, Hinges, Clasps, Turnbuttons & all kinds of Springs & Fasteners for Plate, Surgical and similar cases, etc., etc.
Prices and samples on application.

Pickering & Mayell, Ltd., 42 Caroline Street, Birmingham. Cen. 2684.
B. S. Sadler, 31-2 Tower Street, Birmingham. Cen. 6615.

JEWELLERS AND GOLDSMITHS.

S. Blanckensee & Son, Ltd., 14-15 Frederick Street, Birm. "Bee," Birmingham. Cen. 2716.
W. H. Collins & Co., Excelda Works, Rookery Road, Handsworth, Birmingham. North 723. Makers of 9ct. Gold Brooches, Earrings, Pendants, Lockets, etc.
Eatoo & Wrighton, 121 Vyse Street, Birmingham. Cen. 7089.
Ginder & Ginder, Gem Buildings, Hockley Hill, Birm. Cen. 580.
Arthur Hands, 8 Vyse Street, Birm. Cen. 6706. "Resource," Birm.
Hemming & Hazlewood, 60 Spencer Street, Birmingham. Cen. 2981.
Hollis & Newman, 62 Tenby Street, Birmingham. Cen. 2930.
Orbito Co., Ltd., Steward Street, Spring Hill, Birmingham.
Wm. Osborn, Ltd., 51-2 Northampton Street, Birm. Cen. 2917. Telegrams: "Platinum." Birmingham. Gem Set Jewellery in 15ct. and 18ct. Gold and Platinum.
S. Parkes & Son, 7 Bath Street, Birm. Cen. 6258. Rolled gold.
N. C. Reading & Co., 33-5 Hall Street, Birmingham. Cen. 2116. Rolled Gold and Silver Chains.
Adolph Scott, Ltd., 24-26 Gt. Hampton Street, Birmingham. Cen. 702.
W. H. Small & Sons, 17, Pitsford Street, Birmingham. Cen. 2906.
W. G. Sothers, Ltd., 111-113 Spencer Street, Birm. Cen. 6245.
Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.
S. R. Ward & Sons, Ltd., 50, 52 and 54 Hockley St., Birm. Cen. 2834.
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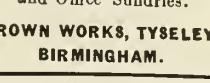
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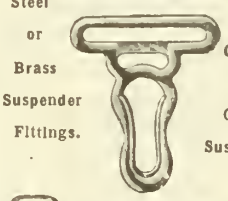
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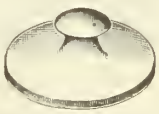
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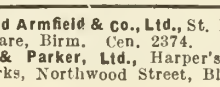
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Thos. Whittington & Sons, Sheepcote Street, Birm. Mid. 1474.
Timson Bros., Moor Street, Birmingham. Cen. 2987.

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British Hub Co., Ltd., Wcaman Street, Birmingham. Cen. 2845.

MOTOR CYCLE ENGINES.

F. E. Baker, Ltd., Precision Works, King's Norton, Birmingham. Telephone King's Norton 184.
J. C. Dalman & Sons, River Street, Birmingham. Cen. 4006.

MOTOR AND CYCLE RIMS.

H. James & Co., Ltd., Rolfe Street, Smethwick, Birm. Smethwick 68.
Jointless Rim, Ltd., 47 Union Passage, Martineau Street, Birmingham.
The Lombard Rim and Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

MOTOR CYCLE ENGINEERS.

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Mid. 1139.

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MOTOR ENGINEERS.

Edward G. Brown, M.I.Mech.E., Gt. Hampton St., Birm. Cen. 434.
George Heath, Ltd., John Bright Street, Lower Temple Street Bristol Street, Birmingham. "Autocar," Birmingham. Mid. 2500. And at 9 and 10 The Tything, Worcester.

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Blumfield, Ltd., 70 Lower Essex Street, Birmingham. Mid. 2066.
The Lanchester Motor Co., Ltd., Montgomery Street, Sparkbrook, Birmingham. Vic. 526.
Wolseley Motors, Ltd. (Proprietors: Vickers, Ltd.), Adderley Park Works, Birmingham. Tel. Add.. "Exactitude," Birmingham. Cen. 4361.

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The Birmingham and Midland Counties Transport Co., Ltd., 314 Bradford Street, Birm. Mid. 1131.
The Midland "Red" Commercial Motor Services, Bearwood. Mid. 2577

MOTOR LAMPS AND MOTOR ACCESSORIES.

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H. Miller & Co., Ltd., Aston Brook Street, Birmingham. Cen. 6847.
J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams: "Dependence," Birm.

Joseph Lucas, Ltd.,

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Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

MOTOR PUMPS AND ACCESSORIES.

Prima Co., Ltd., Commercial Street, Birmingham. Mid. 1347.

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Serck Radiators, Ltd., Warwick Road, Greet, Birm. Vic. 53[illegible].

MOTOR SPIRITS.

Samuel Thornley, Ltd., 6 Snow Hill, Birm., and branches. Cen. 2271.

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The Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-930.

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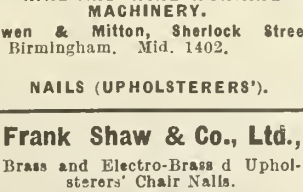
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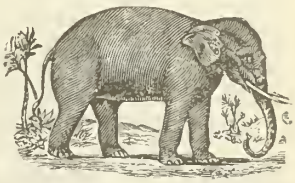
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631. Copper Boat Nails Roves and Sheathing Nails, Cut Copper and Zinc Tacks and Slate Nails.
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George Cadby & Sons, Ltd., Barr Street, Birmingham. Cen. 2521
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H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.
S. Power (Proprietor: J. Antrobus) 34 Hampton St., Birm. Cen. 2732.
Willetts & Cobb, Ltd., Berkley Street, Birmingham. Mid. 699.

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Ex-Serviceman's Co-operative Enterprises Society, Ltd., 31, Staines Road, Hounslow, London. Hounslow 394.

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The Valor Co., Ltd., Rocky Lane, Aston Cross, Birm. East 252.

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E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

OILCANS

Birmingham Specialities, Ltd., 80-81 Bath Street, Birm Cen. 7075

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Brownsword & Co., Ltd., 2 Bristol Street, Birmingham. Mid. 29.
Forward Oil Co., Ltd., Ault Street Works, West Bromwich. Telegrams: "Essential," West Brom. Tel. 341.
W. H. Keys, Ltd., Hall End Works, West Bromwich. Tele. No. 206.
Thomas Merry & Co., Ltd., 75-6 Suffolk St., Birmingham. Mid. 503.
Nightingale & Co., Oban Oil Works, West Bromwich. Tel. 104.
The Russell Oil & Chemical Co., Ltd., Adams Street, Birm. Cen. 5481.
W. F. Smallman & Son, West Bromwich. West Bromwich 55.
Samuel Thornley, Ltd., 6 Snow Hill, Birm., and branches. Cen. 2271.
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Charles C. Williams, Ltd., 281-283 Broad Street, Birm. Mid. 1874.
Francis Williams Oil Co. (Est. 1849). 100-104 Bristol Street, Birmingham. Mid. 625.

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OXY-ACETYLENE WELDERS.

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The Asbestos Fireproof & General Paint Co., Ltd., Bordesley Green Road, Birmingham. Victoria 366.
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Cutler's Gold Enamel Co., 25A Edward Road, Balsall Heath, Birmingham.
Arthur Holden & Sons, Ltd., 218-9. Bradford Street, Birm. Mid. 2413.

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London Screw Co., Unicorn Works, Smethwick, Birm. Smethwick 47.
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John & Edwin Wright, Ltd., Universe Rope Works, Birm. Cen. 6914.

RUBBER GOODS.

RUBBER GOODS
of every description.
Specialities in all kinds of **TYRES.**

REGISTERED MIRCO TRADE MARK

Midland Rubber Co., Ltd
Birmingham, Eng.
Midland 453 (4 lines).

Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Telegrams: "Renown," Birmingham

RUBBER NIPPLES, TEATS, BABIES' SOOTHERS.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

RUBBER STAMPS.

JOHN BERKLEY
NUMBERING MACHINES
COMPANY'S SEALS
STAPLE PRESSES
BRASS PLATES
STEEL PUNCHES
SPECIAL DATING STAMPS
RUBBER STAMPS
8 LIVERY ST., B'HAM.
Tel.: Central 6324.

J. Jackson & Co., 7 Suffolk Street, Birmingham. Mid. 1772.
The Rubber Stamp Co., 320 Broad Street, Birmingham. Mid. 530.

RULES (Boxwood, Ivory, Steel, Metal).

J. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add.: "Rules."

SAFETY PINS.

George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.
Charles Rowley & Co., 146-148 Bordesley, Birmingham. Cen 3162.

SAFES AND STRONG ROOM DOORS

W. E. Brain & Co.,
Manufacturers of Safes, Locks, Bolts, Bars, and Bankers' Fittings.



Export Works, Gt. Tindal Street, Birmingham.
"Brainsafes." B'ham. Tel.: Mid. 2215.

The Brick Sale Co., Sherborne Street, Ladywood, Birmingham.
Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.
Dart Spring & Safe Co., Overend Street West Bromwich. "Dart," West Bromwich. Tel. 322.
Phillips & Son, Sherborne Street, Ladywood, Birm. Mid. 481.
Thomas Withers & Sons, Sandwell Road, West Bromwich.
Whitfield's Safe & Door Co., Oxford Street, Birm. Cen. 641.

SAFES AND STRONG ROOM DOORS *continued.*

Samuel Withers & Co., Ltd.,
Safes, Fire and Burglar Resisting.



Trade Mark.
Strong Rooms Strong Room Doors
Park Works,
WEST BROMWICH.
West Bromwich 122.

SAFETY PINS (ROLLED GOLD AND GILT).

The Heath Spring & Notion Co., Ltd., Headless Cross, Redditch.

SAFETY RAZORS.

Bent & Parker, Ltd., Harpers' Hill Works, Northwood Street, Birm.
Thomas Hill, Hampton Street, Birmingham. Cen. 3053.
Rapid Steel Co., Ltd., 2 Legge Lane, Birmingham.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

SALT.

The Salt Union, Ltd., Stoke Prior Salt Works, near Bromsgrove, Worcestershire. "Saltcellar," Droitwich.

SAND BLAST MACHINERY.

R. J. Richardson & Sons, LTD.
Sand Blast Machinery for Cleaning all kinds of Castings, Decorating and Obscuring Glass, Jewellers' Work, etc. All kinds of Sand Blasting done for the Trade. Samples free.
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Mid. 975.
Tel. Add.: "Sandblast," Birm.

SAUSAGE AND PIE MANUFACTURERS.

Palethorpes, Ltd., Dudley Port, Staffs. Tipton 101.

SAUSAGE MACHINE MAKERS.

John Gardner & Son, Smithfield Works, Bradford St., Birmingham. Mid. 577

SAW AND BAND KNIFE MANUFACTURERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birm. Cen. 4014.

SAW MILL ENGINEERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birmingham. Cen. 4014.

SCALES AND WEIGHING MACHINES.

W. & T. Avery Ltd., Soho Foundry, Birmingham. Smethwick 300.
C. W. Brecknell, 82 Jamaica Row, Birmingham.
Day & Millward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.
G. & B. Morvan, Ltd., 33-34 Cardigan Street, Birmingham. Cen. 3596.

SCRAP FROM NON-FERREOUS METALS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SCREW MANUFACTURERS.

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.
Birmingham Products Co., Ltd., 30, Ludgate Hill, Birm. Cen. 3334-5-6
Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5699.
Burton, Delingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.
Butler & Spragg, Ltd., Cambridge Street, Birmingham. Cen. 1927.
Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.
Thomas Eavee, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.
Guest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham.
Hawkins & Co., Ltd., 329 Cheapside Birmingham. Mid. 824.
Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.
Ilston & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.
London Screw Co., Unicorn Works. Smethwick. Smethwick 47.
H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.
Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2966-7.
Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.
A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.
Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

SCREW CAPS IN TIN AND ALUMINIUM.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

SCREWED STOPPERS.

Dudley & Lowe, 46-48 Homer Street, Balsall Heath, Birmingham.
Fawcett & Fitzgerald, Steward Street, Spring Hill, Birmingham.

SCREWING MACHINES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.
Charles Winn & Co., Ltd., Granville Street, Birm. Mid. 366 and 1209.

SEALING WAX MANUFACTURERS.

J. F. Craddock & Co, Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

SHAPING MACHINES.

Brown & Ward, Ltd., 27, Gt. Hampton Street, Birmingham. Cen 3831.

SHAVING SET MIRRORS (NICKEL PLATED).

O. C. Hawkes, Ltd., Bromsgrove Street, Birmingham. Mid. 2300.

SHEEP SHEARING MACHINES.

The Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma Street, Birmingham.

SHEET METAL PRESSINGS.

Knapp & Thornton, Ltd., 194-195 Aston Road, Birmingham. Cen. 5662.

SHEET METAL WORKING MACHINERY.

E. W. Bliss Co., Norwich Union Chambers, Birmingham. Cen. 1179.
George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

SHIPPING & FORWARDING AGENTS

Davies, Turner & Co., Ltd., 12 Cherry Street, Birmingham. Cen. 4125.

SHEET METAL WORKERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.
The Birmingham Guild, Ltd., 43-5 Gt. Charles St., Birm. Cen. 4048/9
W. T. French & Son, Ladywood, Birmingham. Edg. 364.
Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681.
Midland Tank & Iron Plate Co., 243 Heneage Street, Birm. Cen. 298.
G. H. Walker & Co., 87 Cheapside, Birmingham.

SHIP LAMP MANUFACTURERS.

Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

SHIP LOGS.

T. Walker & Son, Ltd., 58 Oxford St., Birm. "Shiplog," Birm. Cen. 75.

SHIPPING AGENTS.

W. H. Hayward & Son, 36 Union Passage, Birmingham. The oldest Shipping House. Estab. 55 years. Freight, Insurance, and Passage Brokers. L. & N.W.R. Ticket Agents. Cheapest freights by all lines and services. Lowest Marine and General Insurances. Official Passenger Agents of all Steamship etc., Companies, to all parts of the world. "Hayward," Birmingham. Tel.: Cen. 642.
J. Johnson & Co., Ltd., 32, Paradise Street, Birm. Mid. 2956. Through rates quoted to all parts. Passengers booked.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028.
Charles Sharrock & Co., 95-98 Exchange Buildings, Birm. Mid. 1202.
C. Shaw Lovell & Sons, Ltd., 6 Corporation Street. Birm. Cen. 1801.
Stockwell & Co., Ltd., 272 Corporation Street, Birm. Cen. 6128.

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CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1862.
Freights, Chartering, Coal Insurance, Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
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Also at Grimsby, London, Liverpool, Bradford, Manchester, and Glasgow.
Direct Agencies in France, Holland. U.S.A., Canada, etc.
Mr. M. G. Cooke, Birmingham, District Manager.

Leopold Walford Transports, Ltd., 75 New Street, Birm. Cen. 629. Rates quoted, including collection and delivery to all destinations abroad.
H. Spencer Yates, 46 Guildhall Bldgs., Birmingham. Mid. 1969.

SHIPPING (Insurance).

National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Sq., Birm. Cen. 1028.

SHIPPING TACKLE MANUFACTRS.

Bembridge & Jenkins, Ltd., Moland Street, Birm. Cen. 3715.

SHIPS' BERTH MANUFACTURERS.

Whitfields Bedsteads, Ltd., 109-125 Watery Lane, Bordesley, Birm.

SHIPS BLOCKS & FITTINGS.

Ansell, Jones & Co., Ltd., Kensington Street, Birmingham. North 77.

SHOP FITTERS AND SHOP FRONT BUILDERS.

A. F. Corbett & Co., Junction Works, Harborne, Birm Window Fittings, Show Cases, Glass Shelves. Edg. 642.
A. Edmonds & Co., Ltd., Constitution Hill, Birmingham, and London. Specialities: Wood and Metal Shop Fronts, Showcases, Quik-Fittings, Quik-fold Desks, Signs and Sundries. 'Phone, Cen. 1700/1701. Wire, "Quikserve," Birmingham.
A. J. Gupwell, Ltd., Clyde Works, Park Street, Birmingham. Cen. 1917. Wire: "Gupwell," Birmingham.
Harris & Sheldon, Ltd., Stafford Street. Birmingham. Cen. 6547.

SHOP FITTINGS MANUFACTURERS.

A. B. & G. G. Houghton, 42-3 Main St., Sparkbrook, Birm. Vic. 480.

SHOP FRONTS (Metal).

J. R. Pearson, 35-39 Cowper Street, Birmingham.

SHOWER ROSES.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

SHROUD MANUFACTURERS.

Fox & Charles, 31-3 Bristol Street, Birmingham. Mid. 2068. Telegrams "Foxcharco." Birmingham.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

SIDE CAR CHASSIS MANUFRS.

A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.

SIDE CAR MANUFACTURERS.

Mead & Deakin, Rushey Lane, Tyseley, Birm. Acock's Green 92.

SILVERSMITHS.

William Adams, Ltd., 207-11 Barr St., Hockley, Birm. Cen. 7516.
S. Blanckensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.
R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine," Birm. Cen. 7189
H. Clifford Davis, Harford Street, Birm. Cen. 5293. Speciality:—High Class Silver Enamelware.
W. Devenport, Northwood Street, Birmingham. Cen. 5489.
Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.
Harrison & Hipwood, 6 Warstone Parade East, Birm. Cen. 6796.
Laurence, Emanuel, 14 Warstone Parade, Birm. "Chatelaine," Birm. Cen. 2791. Established 1874.
J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.
Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.
W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.
Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.
Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.
William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.

SLATE (ENAMELLED AND PLAIN).

S. E. Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.
Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.

SLATE MERCHANTS AND CONTRACTORS.

Rudders & Paynes, Ltd. Chester Street Birmingham. Cen. 2529, 807, 4333.

SMALL TOOLS.

Brooke Tool Mfg. Co., Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.
Wm. Mackenzie, 237 Icknield Street, Birmingham.

SMALLWARES (METAL)—*continued.*

J. Nicklin & Co., Ltd.

Safety Pins, Curtain Hooks.

REGISTERED SAJONIC TRADE MARK

Eyelets, Buttons, etc.

Metal Smallwares from Sheet, Rod or Wire.

166 GREAT CHARLES STREET, BIRMINGHAM, ENG.
Cen. 1389.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.
Tiptaft, Ltd., Holyhead Road, Birm. Northern 467.

SOAP MANUACTURERS.

Sapon Soaps, Ltd., 67A Corporation Street, Birmingham.

SOAPS, SOAP POWDERS, ETC.

Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.

SOLDER MANUFACTURERS.

Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.
A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.

SPARKING PLUGS.

Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.
The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.

SPECIAL MACHINED PARTS.

Ilston & Robson, Herbert Road, Birmingham. Vic. 180.

SPECIFICATION NON-FERROUS ALLOYS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. Tel. Office, Mid. 282. Works, Mid. 281

SPELTER MERCHANTS.

Harry Jacobs, Exchange Buildings, New St., Birm. Mid. 1282-3.

SPELTER, ZINC AND LEAD REFINERS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SPIRIT LEVELS (All Kinds).

J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."

SPLIT COTTER PINS.

Arthur Vann & Co., Ltd., Devonshire Street, Winson Green, Birmingham. "Arthuvan." Birm. Cen. 3694.

SPOONS AND FORKS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bollvlau," Code, A.B.C. 5th Ed. Tel.: East 319.
Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.
Purcell Bros., 174-8 Hockley Street, Birmingham. Cen. 1382.
William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.
F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

SPRAYERS AND SPRAYING APPARATUS.

Midland Fan Co., Ltd., 212 Aston Road, Birm. Cen. 5463. For Paints, Enamels, Lacquers, etc.

SPRAYERS AND SPRAYING APPARATUS—*continued.*

Benton & Stone, Ltd.

Sprayers, Syringes, and Horticultural Brassfoundry

TRADE "ENOTS" MARK.

Registered.

Enots Works, Bracebridge St., Birmingham.
Cen. 7442.

The Four Oaks Spraying Machine Co.

Spraying, Limewashing & Disinfecting Machines of every description

REGISTERED TRADE MARK. THE FOUR OAKS

Spraying Syringes, Spraying Pumps, Engines and Horticultural Brassfoundry.

FOUR OAKS WORKS, SUTTON COLDFIELD, B'HAM.
Four Oaks 5.

Stonehouse Works Co., Spon Lane, Mills, West Bromwich.
Testar & Swain, Florence Works, Pritchett Street, Birmingham.

SPRINGS.

The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.
Dart Spring & Safe Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,

HEADLESS CROSS, REDDITCH.

TRADE MARK. SEAL OF EXCELLENCE

Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.
Midland Spring Co., Ltd., 290-2 Summer Lane, Birm. Cen. 6628. Upholstery and General.
George Salter & Co., West Bromwich. West Bromwich 216.
Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125. Tel. "Springs."
West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.
J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.

SPRING MATTRESSES.

Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.

SQUARES, GAUGES, STRAIGHT EDGES.

I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."

STAIR ROD MANUFACTURERS.

J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.

SPRINKLER TOPS.

The Brass Flask and Capsule Co., Ltd.

METAL CONTAINERS of High Grade Workmanship and Finish.

Manufacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.

33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.

Tel. Add.: "Micrometer," Birm. Cen. 2.

STAMPERS AND PIERCERS.

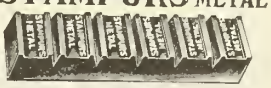
Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen. 7442.

J. W. Evans & Sons, Ltd.,

Diesinkers and Toolmakers, Stampers and Piercers for Jewellers and Silversmiths, Electro-plate and Art Metal Trades.

Regd. Trade Mark.

"STAMPURS" METAL



For Forces for Stamping Hollow-ware. (No Dross or Loss in Melting.)

Reliance Works, Albion Street, Birmingham.

W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.
George Brown & Co., 6 Berkley Street, Birmingham.
Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.
Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.,
Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.
Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen. 1046.
A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.
A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.
Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.
Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.
W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.

STAMPERS (Sheet Metal).

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



TRADE MARK.

All kinds of Electric Netting & Fencing Staples, Cut Tacks, Cut & Wire Gimp Pins, Electro Brassed & Coppered Escutcheon, Panel Pins, Coopers & Tenter Hooks, Wire Nails, Rings. Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.** 'Phone: London Wall 960.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1773 (3 lines).

STATIONERS' SUNDRIES.

John S. Downing & Sons, Ltd., Commercial St., Birm. Mid. 1372.
M. A. Lloyd & Son, 47 Princip Street Birmingham. Cen. 1468.
Setten & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Sams Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Stanlforth Street, Birmingham. Cen. 6137 Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11 Prince's Chambers, Corporation St. Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Shears, Corkscrews, Champagne Nippers. Cen. 5766.
C. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings. Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Oaniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respirators, Ear Channels, Tubing Clips, etc.

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Anderson & Whitelaw, Ltd., Birmingham: Broad St. Corner. Mid. 1349; 166 Balsall Heath Road. Mid. 1154. London: 37 Manchester St., W.1. Liverpool: 35 Canning St. Coventry: 2 The Quadrant. Glasgow: 15 Newton Terrace, Sauchiehall St. Edinburgh: 2 Coates Place.
Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimpton & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Charlord Mills, Birmingham.

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CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608 Makers of

DIAMOND
Trade Mark

Cut Tacks (fine and improved) Cut Gimp Pins Also Wire Nails, Clout Nails, Escutcheon & Panel Pins.
All kinds of Staples, &c.

Export: **HENRY CAMPBELL,**
58, Basinghall Street, E.C.2.
Phone: London Wall 960.

Frank Shaw & Co.,
LIMITED,



84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.

TAPER COTTER PINS.

Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

"FREMO"
TAPER PINS, COTTERS, ETC., ARE RELIABLE.
FREDK. MOUNTFORD,
Fremo Works, Old Cross St., BIRMINGHAM.
Telegrams: "Fremo," Birmingham. Phone: Central 6081.

TENNIS GUT STRINGS.

Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

TESTING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.

TELEPHONE INSTALLATIONS.

THE BIRMINGHAM PRIVATE TELEPHONE
RENTAL TERMS
EFFICIENCY NEW SYSTEM GUARANTEED
COY. LTD.
Send for our Brochure.
174 Corporation St., BIRMINGHAM.
Phone: 7159 Cen. Tel.: Telepathic.

The British Telephone Supply Co., 14-15 Snow Hill, Birm. Cen. 6392.

THIMBLES.

The Iles Thimble Works,



Highgate Street, Birmingham.
Mid. 437.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

TIME RECORDER MANUFACTURERS.

National Time Recorder Co., Ltd., Easy Row, Birmingham. Cen. 3655.

TIN AND COPPER-WARES.

Griffiths & Browett, Ltd., Bradford Street, Birmingham. Mid. 632.
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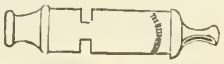
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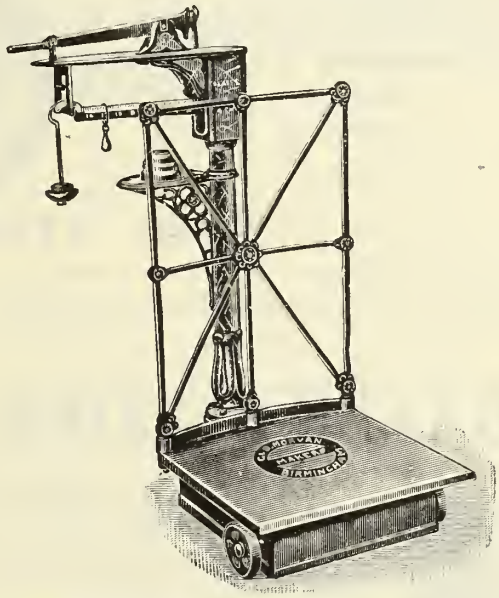
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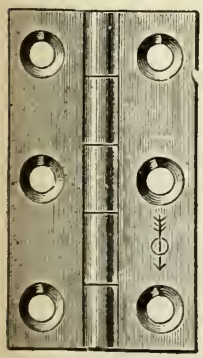
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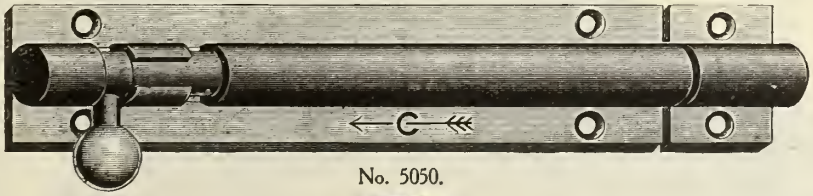
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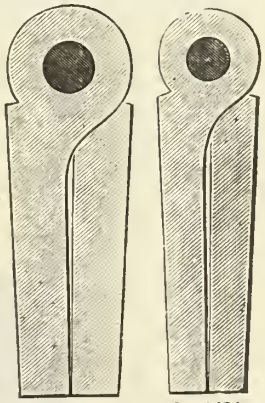
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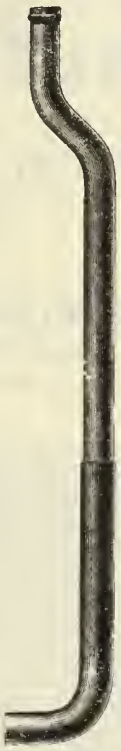
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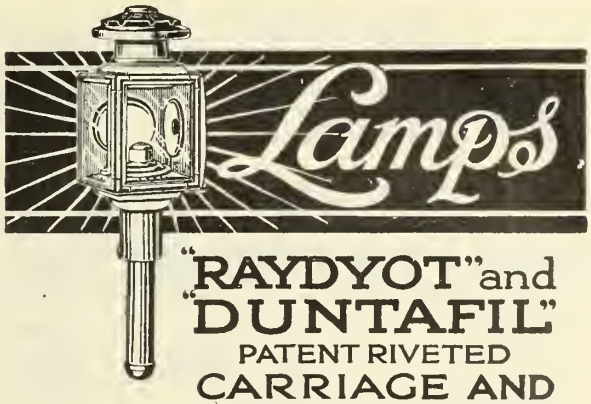
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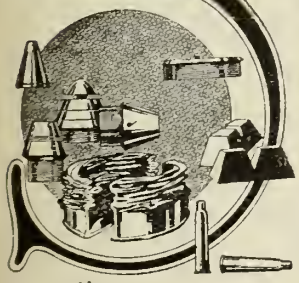
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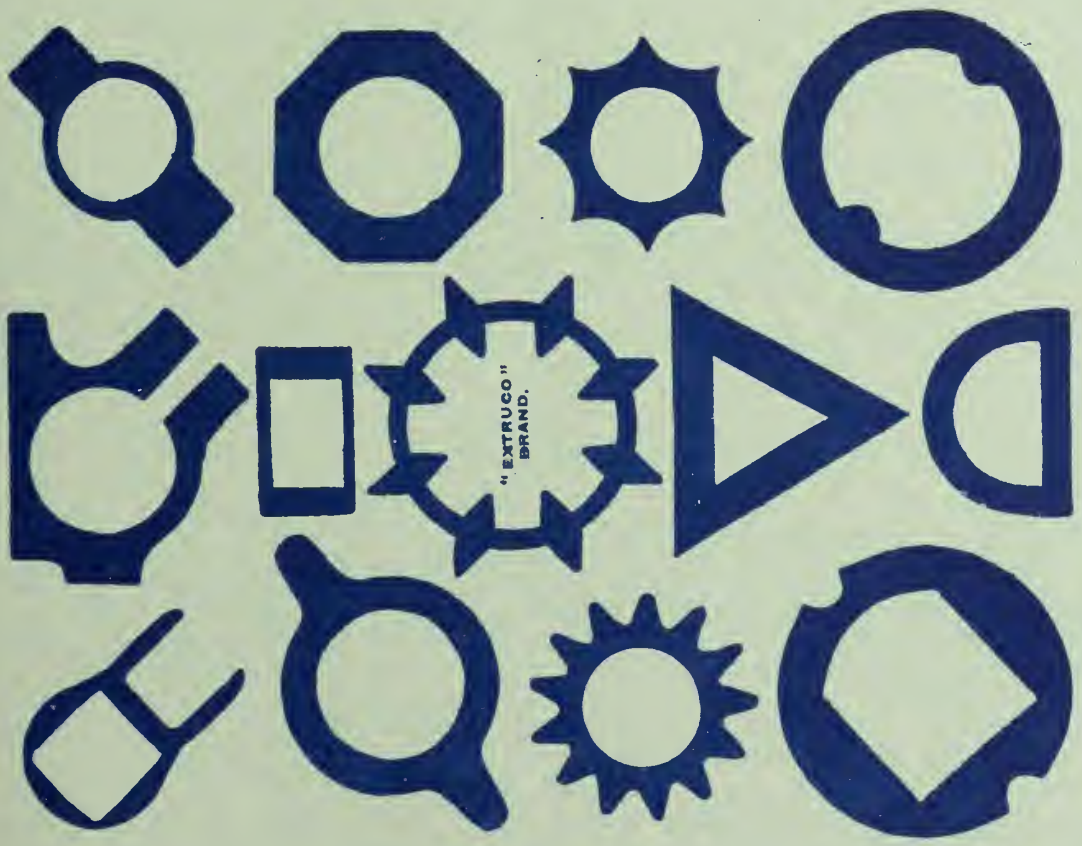
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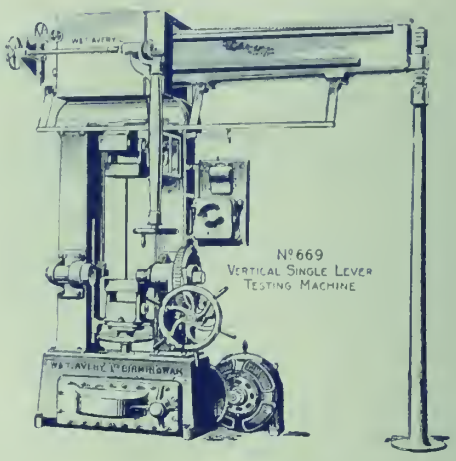
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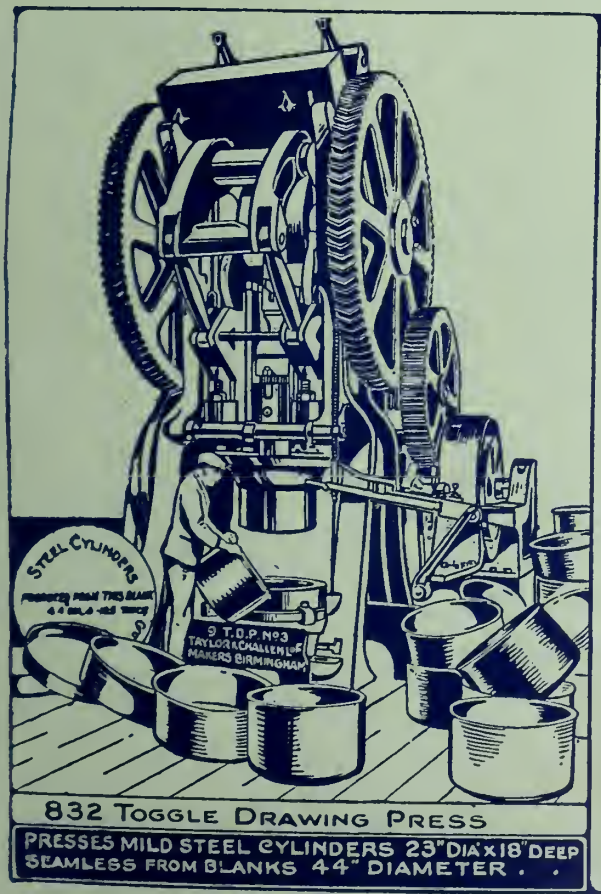
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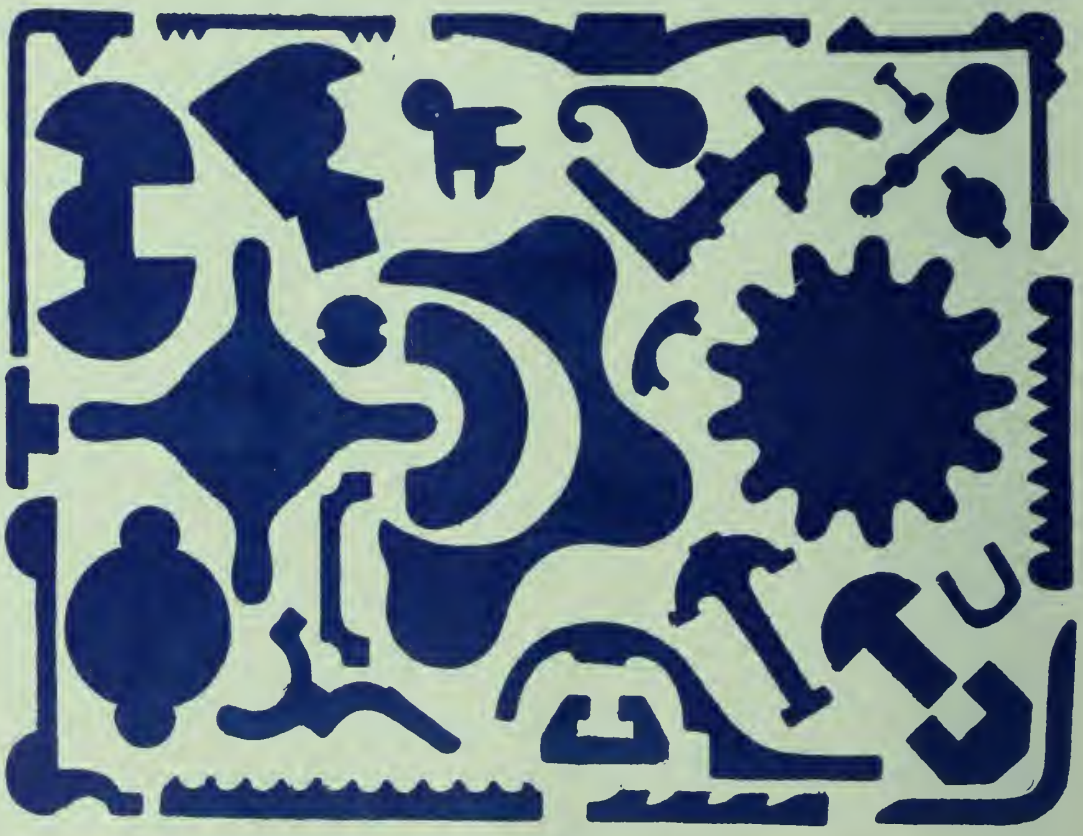
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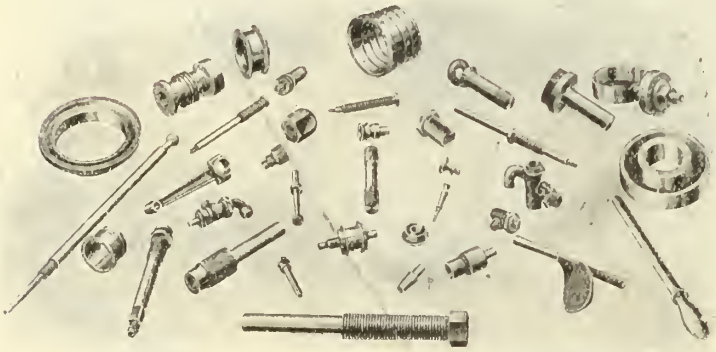
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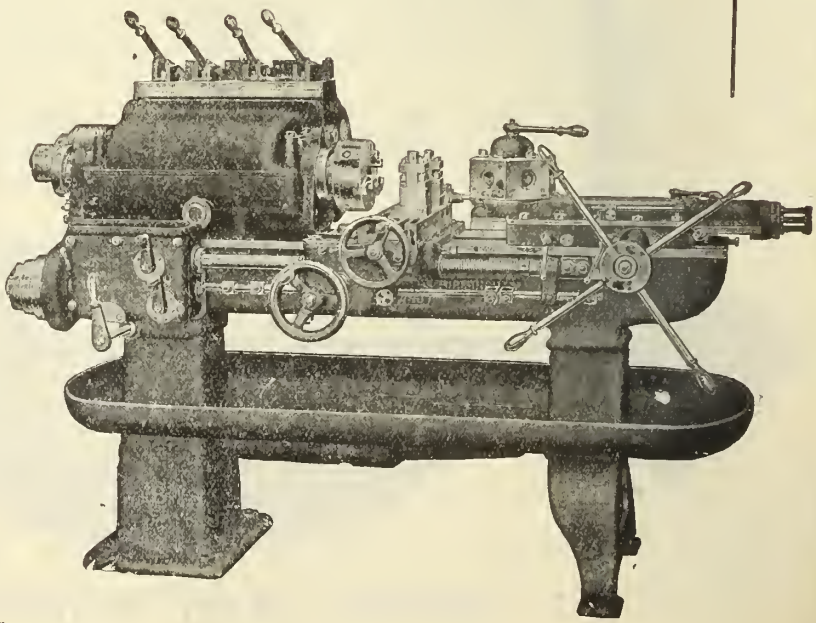
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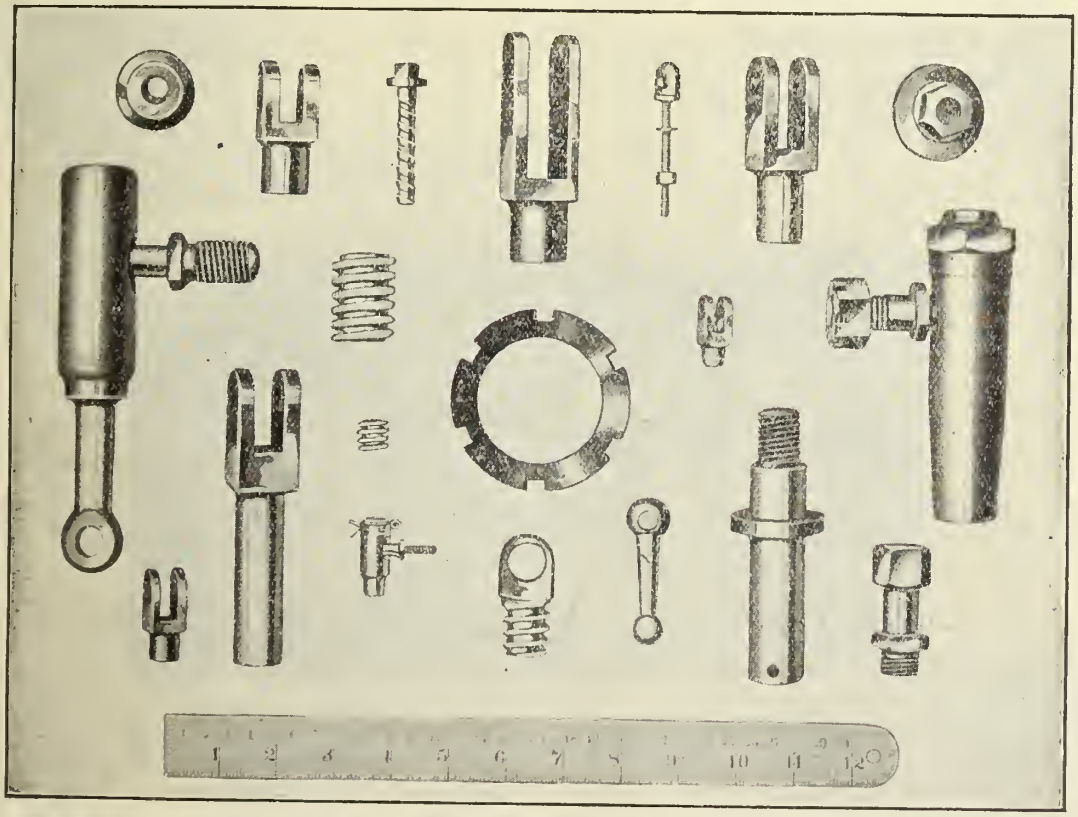
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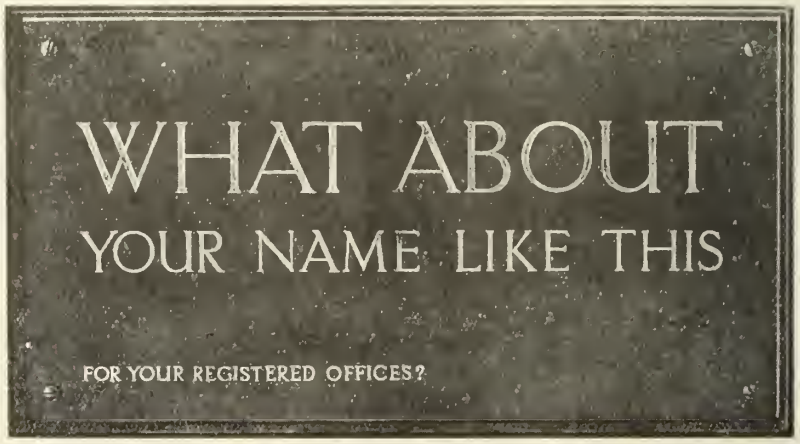
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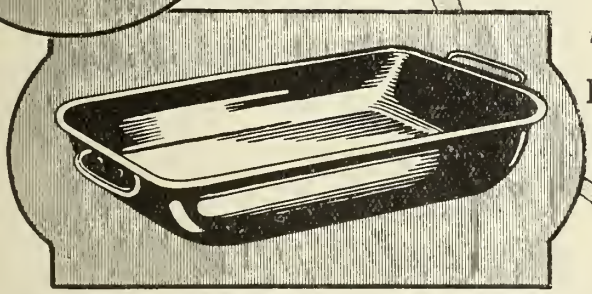
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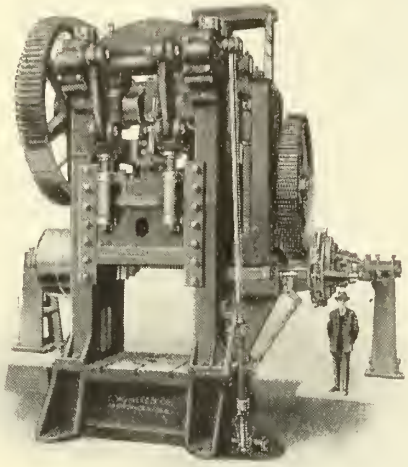
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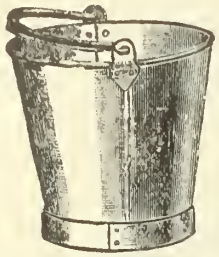
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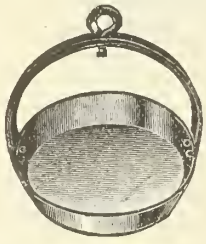
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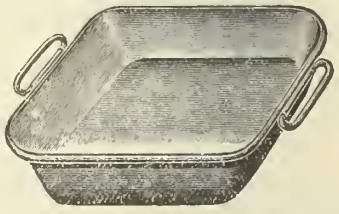
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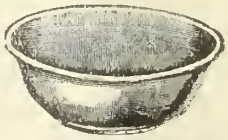
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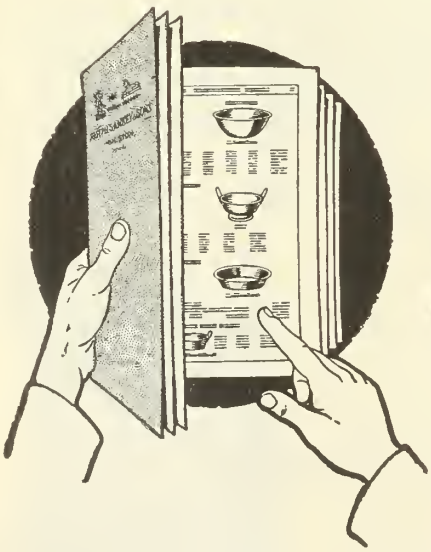
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THE

Birmingham Chamber of Commerce Journal.

Vol. 20. New Series. SEPTEMBER 15TH, 1922. No. 237.

Editorial Notices.

The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

Inquiries for advertisement spaces should be addressed to the Birmingham Chamber of Commerce (Incorporated), 95, New Street, Birmingham.

Chamber Notices.

Offices :—Chamber of Commerce, New Street, Birmingham.

Office Hours :—9.30 a.m. to 5 p.m. (Saturdays, 9.30 a.m. to 12.30 p.m.)

Telephone :—Midland 1712 (3 lines).

Telegraphic Address :—" Birchamcom, Birmingham."

The Chamber is able to give or to obtain information respecting Railway Rates and Conditions, Tariffs, Customs Regulations, Openings for Trade, appointment of agents abroad, and other commercial matters.

Certificates of Origin, etc., may be obtained on application to the Secretary.

Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

The British Workman.

Notwithstanding the intensive efforts put forward by the Bolsheviks to produce a Revolution in Great Britain, ghastly failure is admitted by the Third International at Moscow. In a word Red Propaganda has fallen absolutely flat. The Third International appointed a Committee to deal with the matter, and this Committee decided that the results of the efforts made in this country were the least satisfactory of all. With evident sorrow, the Committee's Report continues :—

" We have to confess to painful disappointment with the results achieved by our missionaries on the British field. No corner of the world has received greater attention, in none has so much money been spent, in none has the labour of our missionaries been so great or so painstaking and yet we have to confess that the results have been contemptible.

" Apparently there is something in the British mind that makes it impossible for the seed to penetrate and bear fruit, for it is certain that there is no harvest to record, and at the moment we believe we are safe in saying that we are less advanced relatively in this country than ever we were.

" In the first days of our revolution there was a good deal of sympathy for our cause in Britain, and this sympathy resulted in so many enquiries regarding our aims and our methods that we were justified in assuming that Britain was ripe for revolution if only we could afford to spread the light. Realising the value of winning the British proletariat over to our side, we spent perhaps more money than we were justified in subsidising propaganda in the British Isles, and went to great pains to send to that promising field some of the ablest of our missionaries.

" We are now forced to admit that we made a great mistake, and that the British workers are by temperament and training unfitted for the task of leading the world revolution that will overthrow the

capitalist system and place in its stead a reign of justice and equity.

"Sorrowfully we acknowledge our error, and reluctantly do we come to the conclusion that the British worker must be left to work out his own salvation or damnation on his own peculiar lines."

It is almost amusing to hear The Third International at Moscow talking of a Reign of Justice and Equity. Under the Monarchist Government there was much suffering among the people of the Russian Empire, but that was insignificant as compared with the intense suffering which has been inflicted upon millions of people under Bolshevik Rule. The British worker, say the Third International, must be left to work out his own salvation or damnation on his own peculiar lines, but do they pretend that it is salvation which is being worked out under their rule? Surely they cannot unless it be with their tongue in their cheek! We should like to see this Report of the Committee of The Third International in the hands of every worker in this country, together with a short but clear account of the conditions now prevailing in Russia. We should then have a Revolution indeed, but it would be mental; it would show the workers the horrors which strew the path of Red Revolution; it would show them that Communistic Government is practically synonymous with slavery; it would show them that in no other part of the world is a people so down-trodden as in Russia under Bolshevik Rule. The broadcasting of this Report of the Third International would help to speed up the departure of the Red men from English Trade Unions. So long as they are allowed to remain they will find means for creating ferment and trouble. Let the leaders and the more sensible members of Trade Unions take their courage into their hands and turn out every Communist bag and baggage. By so doing the way for a brighter industrial future would be prepared.

Birmingham Chamber of Commerce (Inc.)

Preliminary Notice of Programme of Meetings for 1922-1923.

The Council of the Chamber are making arrangements for a series of General Meetings of Members, to be held during the Autumn and Winter, viz., from October, 1922, to April, 1923.

Up to the present the following meetings have been arranged :—

Date.	Subject.	Speaker.
Thurs., Oct. 5.	"Sale of Goods Act."	Mr. W. C. Camm (Member of the Birmingham Law Society).
Thurs., Nov. 2.	"Advertising."	Mr. F. E. Potter (Member of Council Association of British Advertising Agents).
December. 1923.	(To be arranged.)	
Thurs., Jan. 4.	"Road Transport."	Mr. E. S. Shrapnell-Smith, C.B.E., M.Inst.T. (President of the Commercial Motor Users' Association).

SYNOPSIS:—Rapid Growth Since 1896—Effects of the European War—Influence on Economic Life—Highway Requirements—Traffic Regulations—Relationships to Railway Transport, Independence and Mobility—Desirable Co-ordination—Clearing Houses—Terminal Delays—Weights and Speeds—Public Convenience and Service—National Importance—Supplies and Costs—Future Control and Development—Recent and Pending Legislation.

Thurs., Feb. 1. "The Liabilities of Directors." Mr. F. Shewell Cooper, M.A. (Barrister-at-Law).

SYNOPSIS:—The Legal Position of Directors—Their Liabilities, Statutory and Otherwise—Responsibility for Prospectus—Negligence—Misfeasance—Breach of Trust—Contracts with Company—How to Minimise Risks of Liability).

Thurs., March 1. "Costs and Costings." Mr. C. Herbert Smith, F.C.A.

Thurs., April 5. "Office Organisation and Appliances." Mr. W. Desborough (The Treasury, Whitehall, London).

SYNOPSIS:—Modern Business Organisation Requires the Keeping of Effective Office Records. This has occasioned enormous increases in Office Costs—Investigation of Office Work—Records of Output of Work of Office Staff—The Use of Labour Saving Machinery—Classes of Work in which Modern Machinery can be Used—Centralisation of Machine Work.

The meetings will commence at 2 p.m.

Editorial Notes.

Sir Francis Gore-Browne, K.C.

We regret to record the sudden decease of Sir Francis Gore-Browne, K.C., Chairman of the Railway Rates Advisory Committee and first Chairman of the Railway Rates Tribunal set up under the Railways Act, 1921. A great company lawyer, we made our first acquaintance with Sir Francis Gore-Browne at the opening of the proceedings of the Rates Advisory Committee in May, 1920. At once stating that he had no knowledge of railway questions, Sir Francis presided over the Committee day after day and week after week, and by his steady persistence, brilliant powers of assimilation, and a great memory, he quickly grasped every point that was put before him, and at the day of his death was perhaps the possessor of a wider knowledge of railway problems than any other individual in the country. A master of detail, a mathematician of no

mean order, a man with the qualities of the statesman and the diplomat combined, a hard worker, Sir Francis Gore-Browne won the confidence of all those whose duty it was to appear before him and his colleagues. It is unfortunate that just at the moment when the Rates Tribunal is entering upon its great task, the country should be deprived of the services of a distinguished lawyer who, above all others, had become master of his subject. He will be hard to replace.

Canal Development. As the years go by the unwisdom on the part of the Government in not boldly adopting the recommendations of the Royal Commission on Canals, which reported in 1908, becomes more and more pronounced. Then the whole scheme could have been carried out at a minimum of cost, and the control of the canals would have been co-ordinated. Some people seem to imagine that the adoption of the policy recommended by the Royal Commission would have involved a huge expenditure; but this is not so. The primary function of the proposed Central Waterways Board would have been to *maintain* the canals vested in them, in a word, to carry on under one control undertakings which are now owned and controlled by a large number of joint stock companies. Under the recommendations the Central Board would have been empowered to prepare schemes for improvement, and if thought desirable widening, which schemes would have had to be submitted to Parliament. More recently the Ministry of Transport appointed Mr. Neville Chamberlain's Committee to review the situation, and this Committee, realising that the Government were unlikely to adopt the larger scheme, suggested legislation enabling local trusts to be created in specific areas. This report, like that of the Royal Commission, now lies on the shelf. Meanwhile the Greater Birmingham Unemployment Committee have given wide publicity to a suggestion that immediate steps should be taken to improve and widen the canal from Worcester to Birmingham. This suggestion has been approved by the Severn Commissioners and by the Birmingham Trades Council and other bodies in the Midlands. If by agreement between the Local Authorities along the route the scheme could be put into operation, probably 2,000 unemployed could be absorbed for a very long period, and at the end useful work would have been accomplished. The ever-recurring difficulty is that of finance, but it is undeniable that the unemployed have to be maintained in one way or another, and real wages would be preferable to poor law relief or the dole.

Trade Fairs. Notwithstanding the acute trade and financial depression which exists throughout Europe, Trade Fairs are to go on as usual. Of these two of the most important are the British Industries Fairs at London and Birmingham, which will open as usual at the end of February, 1923. The success of these Fairs will depend upon the enterprise of exhibitors—especially those who realise that Trade Fairs have come to stay; that they furnish a valuable link between buyer and seller; that they constitute a great advertisement of British manufactures; and that they are bound to become more and more potent factors in the commercial organisation of this country. In our last issue, we gave full particulars of the next British Industries Fairs, and we are glad to hear that applications for space are being received day by day. In times of good trade some people say there is no need to exhibit, and in times of bad trade the same people say there is no business about, and they cannot afford to exhibit. All this is wrong. The time to exhibit as well as to advertise is "Now" and "always"—whether trade be good or bad.

Trade with Russia.

It may be confidently stated that European trade can never be satisfactory so long as trade with Russia remains impracticable. A very interesting four-page leaflet has just been published by the Russian Liberation Committee, in which it is said that although the Soviet Government encourages hopes that Russia is a market in which goods can be bought as well as sold, and attributes the present economic plight of the country solely to "civil war" and the "blockade." The external blockade was lifted over two years ago, but the blockade established by the Bolshevists themselves still remains. Private traders are prohibited to import or export whilst the right of entering or leaving Russia is so severely restricted that no ordinary person would be likely to go to that country, with a view to business, especially as the Bolshevists recognise no such thing as commercial honour. The present terror, famine, and misery prevailing in Russia owing to misgovernment and to the continuous armed struggle of the population against their Bolshevik masters can only cease when private property and political freedom are restored. As the Bolshevists still enforce a ban on both, the economic condition of Russia is going from bad to worse.

(1). The New Economic Policy.—For 3½ years the Bolsheviks tried to concentrate all production and distribution in the hands of the State—that wonderful system which extremists tell the people of this country would level all things up and remove all ills, but last year Lenin realised by force of circumstances, that communism had not brought about the anticipated economic results. His new policy was an attempt to combine communist economic methods with capitalism. As might have been expected under the conditions which the communists had brought about, the scheme has failed—a small group of profiteers being the only gainers. Communism and capitalism obviously will not mix.

(2). Agriculture.—One of the first effects of communist despotism was the impairing of peasant farming. At the end of four years the area under cultivation had decreased by one-half—in some regions by 75 per cent. Peasant farming deteriorated also in quality, and the failure of the crop completed the work of the communists. Being what he is, the Russian peasant did not see why he should hand over part of this crop to

the Government, therefore he reduced the amount of his cultivation. As early as 1920, before the drought, only 36,000,000 tons of grain were harvested, instead of the 65,000,000–80,000,000 tons, the average harvest of normal days.

(3). INDUSTRIES.—Under a decree for the lease of nationalised concerns to private individuals only a few small factories were leased. Applications for leases were less than the offers made by the Government. In Petrograd 128 were offered and only 102 applied for. In Moscow 1,350 were persistently offered, and only 373 accepted in seven months. Of these 219 are working. All the leased industries were practically small concerns, such as bakeries, carpenters', chemists' shops, &c., with an average of 27 workmen to each concern. Only about three per cent. of the working men in Moscow are employed in leased industries. It is evident that former Russian manufacturers will not look at a lease of a nationalised industry.

(4). TRUSTS.—In Moscow and in other localities the most important industrial concerns and entire branches of industry are still administered by Bolshevik officials. Only a few have been decentralised. Industrial concerns similar in nature or situated in the same locality are united in "Government Trusts," with Board appointed by the Government. The only difference between these trusts and the commissariats administering branches of industry, is that the former are entitled to sell part of their produce in the open market, delivering the balance to the Soviet distributing agencies. Production to-day is from five to 20 per cent. of the pre-Revolutionary output. The carrying capacity of the railways is about 15 per cent. of the pre-Revolutionary average.

(5). THE MONEY MARKET.—The partial restoration of private trade and economic enterprise to which we have referred created a new demand for currency. At the end of 1920 the number of paper roubles in circulation was 1,680,600 millions. In February, 1922, it was 18,000,000 millions, whilst in March it was proposed to print 24,000,000 millions. In October, 1921, the Soviet Bank paid 500,000 roubles for £1 sterling, and on May 20th last 10,600,000 roubles. In the middle of May, 1922, the unofficial exchange was over 22,000,000 roubles for £1.

(6). PRICES.—Between the autumn of 1920 and the spring of 1921 prices in Moscow had approximately doubled. In October, 1921, the price of 1lb. of rye bread was 7,500 roubles, whilst in May, 1922, it was 184,000 roubles. The prices of other foodstuffs showed similar increases. On the 2nd October, 1921, the monthly ration of 3,600 calories in Moscow cost 520,000 roubles. On the 14th May, 1922, the cost was 34,960,000 roubles—a sixty-fold increase. According to Bolshevik estimates, the rise in prices from 1914 to January 1st, 1922, was as follows :—

Foodstuffs	292,000	times.
Shoes and clothing.. ..	246,000	,,
Lighting, Heating and Sanitation	171,000	,,
Products of secondary importance	56,000	,,

(7). EARNINGS OF POPULATION.—The chief concern of everyone in Russia is that of finding food if only to keep alive. The peasants so far have an easier life than townsfolk, but Government requisitions have killed their zest for work. According to the Bolsheviks the average monthly wage of the townsfolk was 20 gold roubles. In November, 1921, wages of paper money were equivalent to 8 roubles 70 kopeks in gold, and in January, 1922, to 2 roubles 67 kopeks. In January, 1922, the monthly pay was 1,000,000 paper (Soviet) roubles ; in March, 1922, it was 1,500,000 paper roubles. During the same three months the cost of living advanced from an index figure of 1,500,000 to one of 9,000,000.

(8). CONCLUSION.—Many other interesting facts are set forth in the leaflet with regard to internal trade, the over production of commodities which the people cannot afford to buy, the enforced reduction in the volume of production, and the insignificant character of foreign trade. As a result, says the leaflet, of four years of Bolshevik administration, the richest granary in Europe has been reduced to such a state that not only is there not enough bread for the people, but the powers that be are unable to collect sufficient corn to feed their employees. The purchasing power of the Soviet Government is rapidly dwindling. The population, driven to economic paralysis by communism, has lost its purchasing power. The productive power of the people has weakened not only in respect of complex fabrics, but even for raw material. It is impossible, therefore, to speak of Russia, under Bolshevik rule, as a market capable of solving the problem of western overproduction and unemployment.

A New Basis for Trade Relations between Britain and Bulgaria.

The following article, which has been slightly abridged, has been written by a young Bulgarian who has just finished his engineering course at the Birmingham University, and is now on his way back to Bulgaria. We should be glad to receive any comments or criticisms upon the scheme he elaborates.

"The trade relations between Britain and Bulgaria can only be revived on a new basis, because the low rate of Exchange and the present competition, chiefly from Germany, makes Bulgarian trade with Britain more or less impossible.

"This new basis is exchange of goods. Bulgaria produces raw materials for export which Britain requires, and Britain produces tools, machinery, etc., which are essential for the economical advance of Bulgaria.

"If facilities are created for the British merchant, to accept from Bulgaria, payment in kind, for their goods, according to the ruling prices in the British market, then the Bulgarian merchant will have to pay considerably less in levas than if he paid for the same goods in sterling.

"The following example, with imaginary prices, will make the above statement clear :—

"One kgr. of corn in Bulgaria costs 5 levas ; 1 motor

tractor in Britain costs £150 ; 1 kgr. of corn in Britain costs 4d. A British merchant offers this tractor in Bulgaria for 9,000 kgrs. of corn, which he sells here for £150. Therefore Bulgarian merchants will buy this tractor for 45,000 levas—the value of 9,000 kgrs. of corn in Bulgaria ; but if they paid for this tractor in English pounds according to the present rate of exchange they would have to pay 100,000 levas.

"This method of trade will make it possible for the British merchant to accept the Bulgarian leva at a higher value than its actual one, by covering the difference with a profit made by selling the Bulgarian goods in the British market. In this way the British merchant will have fairer competition with the merchants of countries with a lower exchange.

"In order to apply this plan to trade relations between Britain and Bulgaria, the following conditions are necessary :—

"(*a*) The establishment in London of a branch of Bulgarian Chambers of Commerce or of any State Department which will give the British merchant information about the prices of Bulgarian goods in Bulgaria ; trade and financial credit of Bulgarian merchants ; Traders' Law ; Tariff Law, etc. ; the mineral wealth of Bulgaria and where the British capital could make the best use of it. Notes and articles should be published in the British press to advertise Bulgarian Trade and Production. The London office should have samples of different kinds of Bulgarian goods in hand which could be exported to Britain.

"(*b*) The establishment in Sofia (Bulgaria) of a branch of British Chambers of Commerce or other official department which will give the Bulgarian merchants information about the prices of goods which British firms are willing to export to Bulgaria ; the trade and financial credit of any particular British firm or merchant ; the trade law which exists in Britain, tariff regulations, etc. : publish articles and notes in the Bulgarian press in order to advertise British trade and production and stimulate Bulgarian merchants to trade with Britain, and will have at its disposal a small exhibition of samples of British goods which could be exported to Bulgaria.

"(*c*) Credit (under the existing schemes for the promotion of overseas trade) from British Government for those British merchants who accept payment in kind from Bulgaria, until they are able to dispose of the Bulgarian goods in the British market. The same to be done by the Bulgarian Government in respect to Bulgarian merchants.

"(*d*) The creation by both Governments—British and Bulgarian—of schemes to cover the insurance of goods against any considerable variation of prices so that the payment in kind will more or less approximate the payment in cash.

"(*e*) Facilities for insurance and shipping of the goods exchanged between Britain and Bulgaria.

"(*f*) The Bulgarian Government to open branches of 'The Bulgarian National Bank' in Britain which will be financially supported and encouraged by the British Government in order to facilitate money transactions between Britain and Bulgaria.

"(*g*) The Bank of England or any other big British Bank to open a branch in Sofia for the same reasons as mentioned in point (*f*).

"This outline of a new trade relationship can be applied at the present moment, because from one side the long depression in trade and production has made British merchants look forward to any scheme which could give even a small uplift to British trade.

"British merchants who have stock which they cannot sell will be only too glad to take the opportunity of disposing of their stock even if they receive, in payment, goods of which they can easily dispose in their country ; on the other side, Bulgarian merchants and producers are much in need of British machinery and products, well aware of their superior quality and durability, but they have not the necessary British money to buy them. They cannot buy British pounds with Bulgarian levas, because the low exchange makes them too expensive. Germans, Italians and French utilise the situation for their own advantage. They accept payment in levas by Bulgarian goods and make double profit. But Bulgarian traders will always prefer British goods even if they have to pay more for them, provided they can pay for them with the money value which they have at hand.

"This scheme will give the British merchant an advantage over his competitors in accepting Bulgarian goods as payment at a higher value than other merchants, and in this way the disadvantages of higher prices of British goods due to the higher cost of production will to a certain degree be balanced."—(G. Georgieff, Mostyn House, Gough Road, Edgbaston, Birmingham).

The Industrial Situation.

Address by Lord Weir.

The Rt. Hon. Lord Weir of Eastwood, President of the International Foundry Trades Exhibition, which opened in Birmingham on the 15th June, addressed the members of the Rotary Club, on Monday, the 19th June. Lord Weir said :—

Allow me, in the first place, to acknowledge most sincerely the warmth of your welcome, and at the same time to express my hearty thanks for your kind hospitality. To be asked to address so many distinguished Rotarians is not only a high honour and a valued privilege, but it is also a serious responsibility. In this case, it is doubly serious because I am altogether strange to the habits, customs and language of Rotarians. I fear to be like the lady who was asked who won the Derby, and she replied that she could not remember the name of the horse, but Donoghue was the name of his caddy.

As an engineer, the title of your Club appeals to me, as in these days any rotary machine is generally characterised by its extremely high speed, so that it calls for material of a most reliable nature with the qualities of great strength and endurance, and finally is possessed of high efficiency. These are normal attributes of Birmingham men, so that from a technical, as

well as from a social point of view, I find myself to-day in thoroughly congenial company.

It has been indicated to me that you would prefer me to speak about the industrial situation. Well, that is surely a wide enough field, offering ample opportunity to anyone, and naturally I can only deal with a few aspects. Just at present, I can think of nothing so vitally essential to a revival in British trade, nothing so important for the future prosperity of British industry, as the fullest appreciation by British employers of their duties and responsibilities to industry as a whole, and in its widest national sense. The Foundry Exhibition now opened in your city is welcome evidence of one element of that realisation. The foundry industry, so far at least as cast-iron is concerned, has hardly been one on which, in the past, our country could be complimented. In process, method and scientific development, it has lagged behind other branches of engineering. That position has now changed. A new spirit of enterprise, a fresh access of activity and endeavour has come over the foundry industry, and your Exhibition, which is, I believe, the first ever held in this country, is a welcome sign of the new spirit. In the creation of that spirit the Institution of British Foundrymen and the Cast Iron Research Association, have played an important part. The Exhibition will, it is hoped, mark a new era in the history of the industry so far as equipment and process is concerned. No longer will rule of thumb methods and the waste of high craft skill be permitted. By better methods and processes the British foundryman will strengthen his industry and extend his employment and the markets through raising the efficiency of his production and reducing his cost. By putting the British foundry worker in a position to do in one hour that which previously required two hours, the employer is fulfilling one element of his responsibility to the industry and ensuring a firmer basis of employment for the foundry worker in the future. If we are to retain, and not only retain but increase our hold on foreign markets and meet the continuously increasing competition from the Far East, it is essential that we learn how to design and produce more and more efficiently, and in the main, the solution of that problem rests with the employer.

In this connection, let me read to you an extract from the instructions of the Indian Legislature recently sent home to the Indian High Commissioner in London in regard to the purchase of stores required for India: "Much as they regret the unemployment in England, they are quite clear that they cannot allow orders to be placed in England at preferential rates merely to enable wages to be maintained at an uneconomical level. Such action on their part would be unfair to the Indian taxpayer and moreover it would do nothing to solve the problem of the British manufacturer. For that problem, there is only one solution, and that is for employers and employees to come to such adjustments as will enable the British manufacturer again to compete in the world's markets."

Now that reference raises another aspect of an employer's responsibility. He must come together with his workers to adjust wage costs, to enable trade to be regained. That adjustment is taking place to-day, and it is not a pleasant process either for the employer or for the worker. Much hardship is involved on both sides, but generally speaking, the adjustment is taking place in a manner and in a spirit which is highly creditable to the workers' intelligence and good sense. There are, no doubt, exceptions to this, and examples are not wanting of the unequal incidence of the adjustment, and I will venture to give you an instance. A distinguished newspaper Proprietor, in a recent pamphlet, says:—"The wages question in a Metropolitan daily newspaper office in no way resembles the wages situation in agriculture, the mines, the mills, railways, shipyards, ships, engineering shops and factories generally. The London daily newspapers are controlled by a number of very rich people, who are merely competing with each other and not with foreigners, as are our coal owners, shipbuilders and engineers." Holding this view, which you will note entirely ignores the consumer, the writer does not consider that any adjustment is needed in the wages in the newspaper offices. I know nothing about these wage rates, but while it is probably true that no possible reduction in the rates would enable the *Daily Mail* to be sold at a halfpenny, is it not true that the community pays the costs of the advertisements, and that these costs might be reduced as the compositors' contribution to a reduction in the cost of living all round? A wage reduction anywhere spreads out in its incidence over everything, and I have no doubt the day will come when even the *Daily Mail* staff must help in some degree towards the general readjustment.

There can be no greater fallacy than the belief that, in a trade where the competition is purely domestic, an artificially high level of wage can be indefinitely maintained. Ask the coal miner and the steel worker how they regard the present wages paid on the railways. What contribution has the railwayman yet made either in hours or wages to reduce the cost of delivering coal to the port or bringing ore to the blast furnaces, to help the miners to get a better wage and to help the blast furnacemen to produce iron at a cost which will command orders and employment? What assistance has the railwayman given towards reducing the cost of a railway ticket to Blackpool, so that a miner may have some chance of having a cheaper holiday? If the miner, iron and steel worker have made their sacrifice and paid up their contribution in lower wage rates or increased production, surely it now lies with the others to play their part and reduce the cost of living, so that the wages of the miner and his fellow workers may increase in purchasing power.

Unemployment and lack of orders now largely depend for their cure on a fair and equal readjustment in wages all over industry, whether it be in industries with foreign competition or industries with purely domestic competition.

Now, for a moment, let me refer to another side of the employer's responsibility, that of ensuring that his particular branch of industry is carried on under such working conditions as will secure efficient production. Wage rates are merely one element in wage cost. In some trades, working conditions control costs to an indefinitely greater extent than wage rates. The spirit

of goodwill is essential to the future prosperity of British industry. That has become a platitude, but its existence in our recent industrial disputes sometimes appears rather obscure. Let us thank Heaven that it does exist, healthily and strongly in the workshops themselves, and is one of the many fine attributes of the British working man. But where is it seen in some of the leadership of these men ?

Let me take the recent dispute in the engineering industry as an example from which certain lessons may be learned. If I speak very frankly on this, it is because real goodwill can only come from sincerity, and sincerity is not evoked by tactics, but by plain speaking. This dispute differed from almost every labour dispute of the last twenty years in its character and its objective. To the ordinary member of the community the underlying subject of contention was obscured and consequently much misunderstanding resulted. This is an unfortunate accompaniment of labour disputes, which it is difficult to avoid, for the reason that labour disputes are not nearly so simple as they look. It can be said quite truthfully that a stoppage of work is as disastrous to the employer as it is to the workman ; therefore neither side is at any time anxious to proceed to extremes. The machinery for negotiation is probably more highly organised than in any other industry, and offers ample occasion for ascertaining the points of divergence and the opportunities for compromise. It is only reasonable, therefore, to suppose as was actually the case, that everything that could be done was done to avoid a rupture, short of conceding the vital principle involved. All this is common knowledge, yet we find a writer in the *Round Table* for the present quarter stating : " The deadly weapon of a general lock-out was used not reluctantly when all other measures had failed, but with a light heart." What a misleading statement, and how false to the facts of the situation. Taking another example, a more dangerous one, because it represents information given to the worker direct from his union leaders, the ballot paper of the National Union of Foundry Workers : " The employers have not hesitated to take full advantage of the times and circumstances to impose conditions of employment which they admit they do not defend on ethical grounds." The employers have not imposed conditions of employment ; they have only re-asserted a principle *governing* conditions of employment which had been challenged. Their action has been directed to maintaining a position upon which the A.E.U. sought to encroach. The best proof of this is that the specific conditions of employment in detail have still to be discussed, and, it is hoped, mutually agreed. Now let me quote a member of the Executive of the A.E.U., who says : " The men will return to work with iron in their souls." Finally, I will take a newspaper heading : " Men return to work ; win for the employers."

Gentlemen, if goodwill in industry is essential to save British industry, what a travesty of the real situation these quotations reflect, and if they should happen to be true or sincere, what a very long way we have to go to achieve our objective ! Granting that many various and complex factors have contributed to to-day's unemployment state, it is nevertheless true that the most substantial factor has been the influence of high costs of production in Great Britain, and towards these high costs, labour disputes and the terms of settlement of many of these disputes have played a substantial part. I believe the terms of settlement in the engineering dispute, on the contrary, will be entirely for the general good of the British Engineering industry. There has not been a big wage dispute in the engineering industry in my whole business life. That is ample evidence of the existence of sound and reliable negotiating machinery. But, fortunately or unfortunately, wage costs are based on two elements—wage rates and working conditions.

The present dispute concerned itself with working conditions and involved the responsibility of the employer and his duty to industry as a whole. It has been wrongly said that it was a fight for the control of industry by the worker. As a matter of fact, the Trade Unions already largely control industry, but during these post-war years they have malcontrolled industry, and to-day our enemployment state is, to a large extent, directly the measure of that malcontrol. What has really happened is that the engineering employers have realised their responsibilities, and in the interests of industry have sought to modify and check that degree of mal-control and encroachment, and so re-adjust it that our present economic system will be enabled to bear a load which was rapidly breaking it down.

Mr. Clynes has recently agreed with my contention that there can be no real revival of British employment until costs are reduced and production increased, but unfortunately he couples this declaration with an expression of his hatred of the capitalist system. What is the use of telling the workers you hate a system which you see no way of replacing effectively by any other system ? I notice that those who inveigh so loudly against the capitalist system deal only with its defects, but seldom or never consider on the other side the sum of achievement it has to its credit—the linking of mighty continents and peoples together, the provision of learning and training for the masses, the ameliorations of the hardships of life in countless ways, and last but not least, the fact that we owe our life as a nation and our existence as a sovereign power to the reserves which that system enabled us to draw upon in the day of our direst need.

For believe me, no workable alternative has yet been placed before our people which does not carry with it evils and possibilities for evil as great, if not greater, than those in our existing system of society.

Mr. Clynes is essentially a reasonable man, but why does he not make it clear that it is the attacks on the system which are doing such infinite harm to the workers themselves, and that the real statesmanlike course is to advocate a great national effort to work the system to the best advantage for all. On every hand we hear appeals for co-operation, and I associate myself with these appeals, but I address them not to the workmen, but to a certain section of their leaders, because I have no doubts about the workmen themselves.

If the employer does his job as he should do it, and as I believe the vast majority of employers are endeavouring to do it to-day, nobody will recognise this sooner

than the workman, and he will do his part if he is allowed to do it. But if he is told to do his work with the iron in his soul by those who misguide and delude him, and have the authority to so misdirect him, then co-operation becomes an empty phrase, and the hopes of a better spirit in industry can come to nothing.

The engineering employers in this dispute have acted in fulfilment of their responsibility in no narrow sectional spirit, and far from being the reactionaries and die-hards which they are sometimes designated, I am convinced that in withstanding the assault upon their right of management, led by the political left wing of the Trade Union movement, they have rendered a great and unique service to British industry as a whole, and they have delivered the workmen themselves from a tyranny which had already gone a long way towards sapping our supremacy as an industrial nation.

Lectures at the Industrial and Commercial Efficiency Exhibition.

We have pleasure in announcing that in response to a number of enquiries received from visitors to the Industrial and Commercial Efficiency Exhibition, arrangements have been made for each of the Lectures delivered at the Exhibition being published in this Journal.

Modern Tendencies in Industrial Organisation.

The first lecture in connection with the Efficiency Exhibition was delivered on the evening of May 25th, when Mr. C. C. Walton, of the Amalgamated Engineering Union, gave an address upon "Modern Tendencies in Industrial Organisation."

The Chairman was Mr. P. C. Allday, and, in briefly introducing the Lecturer, he spoke of the importance of organising our industry upon a sound and reasonable basis. He could not conceive a more important subject than that upon which Mr. Walton was to talk. That Exhibition was being held with the idea of promoting efficiency in their business, and such efficiency was never so essential as it was to-day.

The Lord Mayor, Mr. Allday said, referred at the opening ceremony to the fact that it was not right for any young fellow to say "What was good enough for my father is good enough for me." That was not merely the road to inefficiency, but actually the road to ruin and bankruptcy. They could none of them afford to be anything but efficient, and it was as well to remember that roads which once—in the days of their forefathers—led to affluence, or at any rate to a competency, now lead to ruin.

Mr. C. C. Walton said he feared he had come to them on a very warm night to talk to them upon a rather dull subject. But unimportant the subject was not. He spoke to them as a working Trade Unionist, as a member of the Amalgamated Engineering Union, in fact, and also as a member, and an enthusiastic and hopeful member, of the National Alliance of Employers and Employed. But he had not come there with the idea of teaching business men their business: neither was he desirous of talking to them on any question of technical detail.

The first thing to strike an inquirer into the industrial history of the last hundred years was the continual procession of schemes, theories, and ideas for reconstructing industry, and society in general. In fact, it often seemed to the student that they were nothing but tendencies. And they might be regarded as mainly samples, too. There were no lack of prophets, from the strong individualist to the Marxian theorist. What they as practical people had to look for were the tendencies that had persisted, for those might fitly form a basis of organisation for industry.

The first real tendency was in regard to combination on the part of all industrial units. The workers organised themselves into their Trade Unions, and the Employers into their Federations. He was not now speaking of Trusts and Cartels; those were quite outside the scope of his inquiries: he was concerned only with those combinations which existed for mutual protection.

Many people were disposed to ask for what reasons they combined? Well, for mutual defence. They combined because they realised that they could not stand alone. The Marxian Socialist regarded the formation of these strong Combinations as signs of the inevitable conflict which (as he thought) must arise between those who laboured and those who were the Capitalists. Those who were not Socialists might not regard that happening as at all inevitable. But the Socialist would persist in looking upon these combinations as sure and certain preliminaries for the great industrial Armageddon. It was, of course, possible that there might be such a final battle, but he personally saw no reason why it should take place. In any event, there were alternatives to such a drastic development, and surely those alternatives ought to be examined, and examined most carefully.

His alternative was this: That combination is as vital to industrial peace and reconstruction as it was to class war. Moreover, many employers were anxious for peace, and for that reason it could not be held that industrial revolution was inevitable. For Employers' Federations were not necessarily sinister, and ought not indeed to be regarded as sinister. (Hear, hear.)

What were these combinations? What did they imply? To begin with, they were mainly protective. Joint action was often a means of eliminating unnecessary competition. Trade Unions were, indeed, mainly defensive in character.

The motto of the A.S.E. was "Defence, Not Defiance," and that represented the temperament of the ordinary Trade Union. They were there to assert rather what should not be than what shall be. He was rather disposed to regard Employers' Federations as being a trifle more militant, possibly, but he would not labour that point.

Then, in the second place, mutual aid was one of the chief aspects of these combinations. Mutual aid was the oldest principle of the Trade Unions. Workers had always combined mainly for that purpose, and the idea was as strong to-day as ever it was. It might be that capitalistic exploitation accounted for the form

of Trade Unions, but not for the fact of their existence. Some form of Union would have appeared under less drastic circumstances. And it was equally fallacious for people to imagine that improved conditions and wages would eliminate Trade Unions. That was not so. Improved conditions might cause Trade Unions to alter their form and scope and methods, but they would continue to exist.

Then there was the economic aspect, and that was speedily becoming the most important aspect. One of the greatest changes that had ever come over industry was due to the division of labour. Specialisation had altered the position very materially. Processes had been divided, and divided, and sub-divided, and firms which once made whole articles now only attempted one process in them. Specialisation was the order of the day, and that had meant an increased inter-dependence of the various economic units. Workers and employers indeed found their actions dictated by current conditions. Workers' conditions altered rapidly in answer to conditions in other trades. Employers were forced to improve conditions and grant concessions, sometimes against their will, in answer to trade movements beyond their control. For instance, the recent wage cuts were often resented by employers, yet those employers were forced by economic pressure to operate them. Many employers were forced into Federations against their will. Indeed it was a fact that neither employers nor employed could escape from economic conditions any more than they could escape from the air they breathed. And it was worthy of consideration that this pressure of economic circumstances was not likely to decrease.

There was an idea extant among certain employers that because they were on good terms with their workpeople, and paid them good wages, that therefore they could stand alone, and were not dependent upon anyone else outside their own business. But the economic conditions of the time did not admit of such detached position as that. No man could escape the economic conditions which he had to face.

Now among the results of this tendency to combination was an increased tension between Employers and Employed, a tension that some thought endangered the future of industry. Well, there were alternatives which called for consideration. In the first place, you would have industry stopped at intervals by haggling between the two interests concerned. Then there was the alternative that the workers would seek to organise industry on a new basis, probably Socialism. Their Marxian friends always hoped for this; they frankly said that when the workers were sufficiently miserable, they would revolt, and place industry on some new Socialistic basis.

But the third alternative was one that surely appealed to them all much more strongly? It was that the Trade Unions and the Employers' Federations will develop collective bargaining, a principle which according to Mr. Sidney Webb was one of the greatest assets they had, and which might conceivably bring about a workable basis for Industry. It was that feeling of the possibility of working amicably together that was at the root of the foundation of the National Alliance of Employers and Employed, and indeed this collective bargaining might fitly cause Unions and Federations to develop into a huge Alliance of Employers and Employed. That was an ideal worth setting forth.

For, obviously, the first alternative could not continue. There were no signs as yet that the workers were willing, or able if they were willing, to take over industry on a new basis. That being so, the question of joint action by Employers and Employed became imperative and practical. It was that practical idea that constantly emerged through all the theorisings and schemes which were promulgated.

The idea was not new. The Iron and Steel Trade had developed it in a practical way, and the industry was practically governed and regulated by a body consisting of Employers and Employed, who met periodically and settled wages and conditions in a manner that seemed to be entirely satisfactory. In the cotton trade there was a similar organisation, and they went a little further, for they forestalled difficulties in regard to both wages and organisation of the industry.

Now in view of the increasing economic inter-dependence, the logical results of these sectional movements was a Parliament of Industry. Some of those who thought with him would contend that the said Parliament of Industry began when the National Association of Employers and Employed was constituted. The success it had met with showed the need of it. It was a practical and thoroughly English scheme: unlike the ideas of the Marxian Socialist, it appealed to fact. It was economically sound, because it worked through Trade Unions and Federations, and it could affect Industry as a whole because it commenced by finding common ground. There was between the divided camps of Capital and Labour a No Man's Land, and they were steadily engaged in finding common ground, and extending that common ground as indefinitely as possible.

The Alliance did not interfere with wages and conditions of labour, as those were admitted to be the functions of the two parties forming the Alliance. And having found common ground, it began to extend it in all directions. Conferences were held, and these were attended by equal representations, and at those conferences dangerous policies were considered in the hope that they might be altered or avoided altogether. The Alliance provided arbitration in cases of dispute. That kind of mediation had actually been undertaken, and the Alliance could even arbitrate between its own members; all those concerned had to do was to simply stand aside and let the others deal with their case.

The Alliance took joint action in regard to the Housing and Unemployment schemes, and they dealt with Government Departments whenever the matter was one which could be dealt with by a joint representation. But the most important and typical work undertaken by the Alliance was their Education Scheme. This had been admirably worked in Birmingham under the direction of Mr. Wilson Dickens, and had now been copied in most University towns.

As a matter of fact, Birmingham was the first city, and Mr. Dickens the first man, to take up this scheme, and a striking success it had been. It linked up existing organisations, viz., the Employers, the Trade Unions, the Shop Stewards and Shop Committees, and the University Workers' Education Association. It made its appeal to the Employer as a form of Welfare Work, and emphasised the vital need of industrial reconstruction. To the Trade Unions it appealed as an example of mutual aid, while for the University it had opened up a new field of activity, and one that such institutions were most anxious to obtain.

Then the Alliance considered other subjects and tendencies. There was that of the Workers' share in the ownership of capital and the control of industry. Then there were the complex questions affecting Co-Partnership and Profit Sharing. Most of these schemes had failed, and it was difficult to see why they had failed. Some schemes succeeded; others on exactly the same basis failed, so that it appeared that formulas in the matter were useless. It was obvious that there must be sympathetic understanding on the part of organisers in regard to peculiar conditions.

Then there was the question of Control by Workers. It was true that Trade Unions might establish a minimum, but it was of little use if conceded grudgingly. As a matter of fact, the Alliance felt that each factory must solve the problem on its own lines. Obviously, the Joint Stock System represented an ideal instrument in regard to ownership. Then the Alliance never lost a chance of pushing it home that the personal factor in every thing was most vital. He besought for the Alliance the cordial support of all sections engaged in industry. (Applause.)

The Chairman said Mr. Walton had covered a very wide area and had dealt with his subject with great ability. He thought their best thanks were due to him, and he asked the audience to register that vote by a hearty hand-clap. This they did, and Mr. Walton thanked them for the courteous hearing they had given him.

Simplification: What it is achieving in America—An important principle in manufacture.

At the Efficiency Exhibition on the afternoon of May 26th, an important address was delivered by Mr. Cecil Chisholm, the Managing Editor of *System*, on "Simplification: What it is achieving in America." Major T. C. Aveling, M.I.C.E., M.I.A.E., took the chair, and in a brief but interesting speech, said that the process of elimination had attracted a great deal of attention. Elimination, translated into the American language, simply meant "Cut it out." Elimination, proper elimination, meant efficiency, as an engineer, the man he wanted to help him was the man who eliminated any part of the plant he was constructing, but still obtained the same efficiency. Simplification was the science of efficiency, and in Mr. Chisholm they had a real expert on the subject, and he would not attempt merely to anticipate what he had to say.

Mr. Chisholm said:

I am afraid that the subject I am going to talk to you about to-night is still rather wrapped in mystery in this country, and the Chairman has given us helpful evidence on the fact. Hardly anyone in this country, so far as I can find out, realises what is meant by simplification, in the sense in which it is meant here. Simplification, as I propose to talk about it to-night, is a quite definite industrial policy. I am sorry to say no one has ever talked about it in this country before, so you are getting the first shot of it. I think only three articles have been written on it, and I wrote them. And yet simplification is regarded in America as the most important discovery in industrial management, after standardisation—after the discoveries which were really made by our English Maudsley about a hundred years ago, that is, the discovery of the use of interchangeable parts.

Now, simplification is still a little misunderstood; it is mixed up with standardisation. I do want before I go any further, to make it quite clear that simplification is not standardisation. Standardisation, as you know, is a production policy. It is a policy which you put in operation in the hope of lowering your costs per unit produced. That in itself will lower your selling price. But simplification, while it includes standardisation, is a very much wider effort.

The effort of simplification is not only to reduce production costs, and therefore selling costs; it is an effort to reduce the costs of doing business right from A to Z—from the moment when you buy your raw material to the moment when you collect your accounts.

You may ask, "Why this new word "simplification" for an old thing? Doesn't it simply mean doing business efficiently? Quite frankly, by simplification I don't mean efficient business, in the ordinary sense. I mean definitely the effort that certain American firms and certain American industries have started to make in the last eighteen months. I should say that simplification is American business men's reply to the difficulties of high cost of production in the States and of depreciated exchanges.

America, as you know, is up against precisely the same problems as we are. She pays her workers good wages. The cost of getting her raw material is therefore high. She has high charges on labour, high charges on raw material, and she does business in an expensive way. Yet at the present moment, perhaps wisely, perhaps unwisely—I have nothing to do with that—she wants to export and she wants to stimulate her home markets; and this idea of simplification is the answer which America has found.

It is very interesting to trace this thing through. It quite easily might have happened that simplification had started in England. But I have been through a good many English works in the last ten or fifteen years, and I don't know one which is practising simplification as it is now being practised in America. Yet we might quite easily have started here. Because simplification started in America during the war. They didn't call it simplification, but what happened was this: the Americans, as you know, were greatly impressed

by the work done by our own Ministry of Munitions and by the Board of Trade in saving men and materials and money from inessential industries to be used in essential industries ; and in Washington, first of all in 1917, immediately they entered the war, they started what they called a Commercial Economy Board. That was handed over in 1918 to what they called the War Industries Conservation Board, and the War Industries Conservation Board started, I might say, to simplify American industry on the most gigantic scale. It is the biggest effort that any country ever made to systematise her various industries.

At one time, in Washington, I happen to know, there were no less than 241 schedules for simplifying production in different industries in the hands of the officials. One of the branches of the electrical industry put up a schedule which was over a foot high—papers piled a foot high—on methods of simplifying the industry.

Now, what did this conservation in America do ? What was it ? It was simply applying the same methods relatively speaking that we applied in Great Britain during the last years of the war. They said, " Cut down patterns ; cut out unnecessary styles ; concentrate on the vital patterns ; cut out material which is not absolutely vital ; pack more simply ; pack more units per package : use cheaper material for packing ; etc., etc." They simplified production all the way round.

After the close of the war, America rather forgot all these wonderful schedules. The work of the War Industries Conservation Board was stopped. There was a big boom in American business, just as there was a big boom in English business. And conservation went by the board—until the beginning of 1920. Then America began to feel the draught. The foreign orders stopped. The home demand grew very much quieter. The exchanges began to fall seriously, and American business was in a very serious situation, indeed. It was in a much more serious situation than English business has been in, in my opinion, during the whole of the slump.

It was then that certain American business men said, " Now, the whole gist of our problem is lower prices. We must be able to sell abroad and at home at a lower price. During the war we learnt to produce more cheaply by means of conservation methods. Can't we use these ideas now to get down our prices and sell more freely—to stimulate the home market by the old method of low prices and to get more against the foreigner—against Germany particularly, whose long suit, as you know, is always cheap labour ? "

A good deal of talk took place in America on this subject at the end of 1920. In 1921, I think, the first industry to take it up seriously was the paving brick industry ; but various individual manufacturers started to reorganise their whole business from A to Z along the lines which they had contemplated in the war.

Now, you may say, " That was using standardization, and simplifying business in the way we learned during the war and which we have found is impracticable in peace time. That is to say, you don't pay enough attention to your customer. You want to have more styles, more varieties, more sizes, in order to meet the difficulties of the peace time consumer, who is not so easily satisfied as the Government was during war time." There is a good deal in that argument. But it has not proved difficult in America. They have found that they could use the methods which used in war time, and they have gone a step further—and this is the point which I want to take up to-night, which is really interesting to us.

America has not only, in the last eighteen months, reorganised a number of individual businesses on simplification lines—that is to say, cut out all possible varieties and patterns that are not absolutely essential, cut out all unnecessary frills in production, reducing the selling organization to the very simplest fundamentals, to the bare bones, and reducing also overhead expenses—but what America has done, and what we are going to feel in this country shortly, in my opinion, is to organise whole industries on the same lines. The industry which has led the way is the paving brick industry, but at the present moment the machine tool industry, the hardware industry, and a whole lot of others, are entering into the game. They want to simplify whole industries.

So important do the Americans think this idea that Mr. Hoover, who occupies the same position as Mr. Baldwin does at the Board of Trade in Great Britain—that is to say, he is President of the Department of Trade—has set up a department which he calls the Division of Simplifying Practice.

Now, suppose you have an industry which you want to simplify, such as the paving brick industry. It is obvious that you are going to be up against the consumer. The consumer is going to say, " I don't see why we should do with fewer patterns, fewer sizes, fewer varieties " ; if it is the retailer, " we can sell all the varieties you can make ; what we want is more varieties, not fewer." That is the difficulty we are up against at a time like this.

The Americans, in my opinion, have been very clever in getting round this difficulty. What the paving brick people did was this : they went to the Department of Commerce and said, " If we make an effort to simplify the whole paving brick industry in order to get down prices, it will have two results : it will help the American consumer, and it will enable America to compete successfully in foreign markets. Well, the Department of Trade said that they would do this, and they also made a third suggestion which got round the whole consumer difficulty. The paving brick people called a conference which included not only the chief makers and associations making paving brick, but also it included all the chief unions—in this case, contractors and engineers—and in consultation with them was the Government. What was the result ? When that conference was called in November, 1921, the American makers were making sixty-six varieties of paving brick ; as the result of that conference and several others—I have just had information to-day from America—the whole of the American paving brick industry has reduced its total number of varieties to seven. That is to say, they have cut out fifty-nine varieties.

That is just one case. The result is the " Fordiza-

ion " of that whole industry. They have got the whole industry working on Mr. Ford's lines. Now, what does this mean? It means that if you are going to make only seven lines in your works, or seven varieties, where you were making twenty or thirty, you need less machinery, you need less spare parts, you are able to get much longer runs, you can train your men more easily, you can use less skilled labour, more unskilled labour, you will save an immense amount of room for storing parts and completed products, you save your agents and your retailers' time and money and space in their stockrooms, you simplify the whole selling problem, and in addition you reduce your overhead. In other words, you are able to reduce every important factor that makes your price. And that is what the paving brick industry has done.

But that is only one result. Take the bedstead industry, which is of some interest to Birmingham. The Americans went further than we did in meeting every whim of the consumer. In the beginning of 1921, of bedsprings alone they were making 207 widths, 207 varieties, of what was normal width bedspring for a single or a double bed. Well, they got together; they said, "This is a most wasteful way to do business; instead of our shops being manufacturing shops, they are jobbing shops; they make a very small quantity of one size, then they switch off to another; there are none of the benefits of manufacturing and there are all the difficulties of a jobbing plant." They got together, and the result is that the average factory making bedsprings in America to-day doesn't make more than twenty-seven varieties, instead of 207. The result in this case, too, is that they are able to reduce costs very considerably, they are able to get better delivery to their retailers; they are able, in other words, to key up the whole industry.

Now, it doesn't matter to us very much what they do in the way of paving brick, because we are not importing paving brick to any extent. And it doesn't matter what they do in bedsteads or mattresses—though it is interesting to notice that the Americans have now practically standardised the length of a bed —6 ft. 3 in. take it or leave it.—(Laughter.) But there are some other industries which are contemplating adopting simplification. One of them is the machine tool industry, another is the hardware, and a third is the small industries which make equipment for construction for houses, such as windows sashes, door equipment, door panels, door knobs, and that sort of thing. Now that is rather interesting—that they should go in for it —because they are the one industry which did something along these lines before the war. There was one bolt for doors, of which you could get no fewer than two hundred varieties; to-day you can get about twenty, and it is amply sufficient.

The point that arises is, How far is this going to be taken? How far is America going along the road of standardising her industries? It is impossible to say. Simplification is only beginning. They began to apply it to the paving brick industry about twelve months ago. Since then, two other industries have applied it throughout; and upwards of a score of very varied industries are taking up with the Department of Trade, and with their consumers, the possibilities of simplifying their whole production and selling and administration methods, so that they can produce fewer lines, produce them in a standard way, at a lower cost.

I have shown what simplification means in the trade; let us just look at what it means in the individual business. It looks very simple, to say we'll cut down our sizes and varieties from five hundred to ten, and we will therefore get all the advantages which I have outlined, and which every manufacturer knows perfectly well he can get by standardising. But it is not so easy as it looks. The first man who kicks is the salesman. He kicks a great deal harder than the customer, I think. There is a very interesting case of that in America. The American Writing Paper Co., which you may know—that Company, until seven or eight months ago, put out no fewer than 2,000 varieties of writing paper, different shades, weights, colours, sizes and so on. And a very energetic and capable president of the company decided that he would take on simplification for his own concern. To do that, he decided that he might cut out nine-tenths of these two thousand varieties. Well, it looked simple, but what about the consumer? The consumer had been pampered and petted. His wishes were law. Can you start to train a consumer down from two thousand varieties to two hundred. Well, it was done. It has been done in other industries. The Walworth Manufacturing Co. used to have about 17,000 items; they have now 610. What is more interesting, though, is that they have found, by making an anlaysis of their sales, that even before they started to simplify, 65 per cent. of their total business was in these 610 items. They also discovered, as did this paper concern, that the trouble lay with the agent and the retailer, and not with the consumer. When they could convince their agent or their retailer that they could do the same business with fewer varieties, they didn't have much trouble in getting the retailer or agent to sell the same amount of goods. The difficulty is to convince a salesman, through whom you convince your retailer.

I think the cleverest scheme that has been adopted was one used by an American company. When they decide at a conference that they are going to cut out some more varieties, they know the sobs are going to arise from the salesman, and while they sit round the table discussing what they are going to decide to eliminate, they let the salesmen have their say as to why they should not eliminate; and then, having their production man there, they are able to prove conclusively why it will pay; for instance, why if they reduce the number of varieties they can get a better article at a lower production cost. They can show how a long run saves money, how it saves getting in casual labour at rush times. They can show the 101 advantages of what is called mass production methods. And then, when the salesman has seen this, not only is he convinced himself, but he can talk to the customer. If he has seen why these changes are made, then he knows how to explain "why" to the customer. He doesn't go to the customer and say, "Yes, you know, our people are

cutting down their list again—hard times—economy," and so on, but "We are doing the best we can; we want to give you better service, to produce at lower prices, and to do it we have had to cut out certain trimmings, sizes, patterns, but it is going to pay in the end." And they get it across.

Now, there is just time, I think, to consider the very interesting question, Would simplification work in Great Britain? That is a very obvious looking question, but it is extremely tricky. Any of you who have had to do with the publishing business, or the paper business, will see exactly why it is tricky. There are two side fields of demand. There is a demand for certain articles of which large numbers are required. Take paper. There is a big demand for reams of paper, or bales, or rolls, according as it is flat or in rolls for newspapers or any big publishing like that. On the other hand, there is a hundred and one little demands for little sizes in writing paper, You can't do both. You can't successfully produce a standardised article on the one hand and on the other hand meet the demand of your customer for a small job.

There was a very amusing instance of simplification, which occurred recently. There was an American locomotive manufacturing company who wanted a machine to do six processes at once. It was a very expensive machine, costing £3,000 to £4,000 apiece, and they wanted several of them. They put it up to all the firms which were manufacturing locomotives. To a man, they said, "No, we can't do it." They didn't say it was difficult. They had the equipment, the skill, the drawing office, everything necessary; but it would interfere with the flow of their standard work, and it wasn't worth it. Good. Our friend was very much annoyed, and he came to England, and the first place he went to, charging him £5,000 each for the machines. The first order was for six, which was a very nice little beginning, and there was hope of more.

Now that man says, "That is the English way; they are ready to do anything; they are not standardised and unable to do what people want; they are people who will take trouble; they will meet your requirements." Very nice, you see. "But suppose you go to that man for a locomotive, and you want something rather special, for a little light truck, a little locomotive with special features to suit your own ideas, he won't make it for you."

There is the problem.

Take this country. It is obvious that you can bring up a whole lot of objections. You can say, "Standardisation will not fit this country. We have the engineering ability; we have the number of small shops which are fitted to do small orders and jobs of that sort. On the other hand, the home market here is much smaller than the home market in America. You haven't got such a big jump off for a mass production programme. Then there is the third point that the English buyer is very much more individualistic than the American buyer. If you want proof of that you have only to look at the innumerable variations and varieties of body that you can have for a Ford car in this country. We are not all satisfied with the bodies that Mr. Ford turns out, and there is a whole industry growing up round that demand.

These are the first difficulties, but I don't think they are final. The point is this: that you have got to divide all industry into two classes—the long run, standardised mass production industries, and the short run, special jobbing industries. And if this country says to itself, "We are not going to worry about simplification of whole industries; we can take care of ourselves individually"—while the danger will not occur in paving bricks or bed springs, it may occur in boots.

There is a firm in America, Endicott Johnson, who used what may be called simplification methods. They are producers, as you probably know, on a tremendous scale. What is the result? The result is that while they were in 1920 in a very, very tight corner for orders, they are now working full time all the time, and they have got more orders than they can supply. Why? Because, behind a simplification programme of great ingenuity, they are turning out a good boot for the average man, especially for the worker, at 12s. a pair. Well, what is the result? Suppose that the boot and shoe industry of America went further than it has gone in the matter of simplification. It has gone very far, as we know. But suppose they went a stage further and drastically reduced the number of varieties, sizes and styles, and specialised on a very narrow line. There would be great danger that, however well we do our varieties, if the bulk of American firms concentrated on one or two varieties, a lower priced article in these ranges would be placed on our market and abroad.

That, to my mind, is the reason why it is worth our while in Great Britain to study the simplification idea, to see just what is behind it, and to see how far it is going to go. I happen to know the men who are behind the simplification idea in America. They are not big firms, but they are, in my opinion, some of the very best brains in American business. They are not only practical business men, but are also highly educated in the theory of business practice. And they decided that here was a solution of the difficulties.

Now, in, England, we may just as well frankly confess that we have made no such organised attempt as simplification to meet the difficulties of foreign competition at the present time. The point is: can we afford to do as we are at present doing—that is, to ignore the whole simplification idea? Or would it be better for us to study it; for some of our manufacturers to send representatives over to America and get particulars of what is happening, for our industries to see which of them are suited for such a programme, and whether some such attempt would be of use to them; to see whether, in fact, not only for the home market, but especially in foreign competition, it might not be necessary in certain industries for us in this country to put up a similar—not necessarily the same programme—but some programme whereby we can organise specific industries to meet slump conditions. (Applause.)

The Chairman said the address had interested them

very much, and assuredly it was a subject of first importance. He could not help feeling that they must have their home market before it could be applicable to our country. Mr. Chisholm would be glad to answer any questions that might be put to him.

Mr. Stevens said it seemed to him that while simplification would reduce the price of an article, would it not also displace labour to a certain extent. And if they did that, would they not be queering their own market somewhat ?

Mr. Chisholm : No. I think not. Still, it is a very interesting point, and one we must carefully look at.

Mr. Hutchinson said he would like to put the following question : Would not simplification curtail the initiative of the workers ?

Mr. Chisholm replied to the queries in very detailed fashion. The Chairman, he said, had pointed out that certain industries only were capable of being dealt with by this process of simplification. He would be absolutely right if he substituted for simplification, standardisation. But there were very few industries to which the principle of simplification could not be applied. He was not advocating simplification : he was merely explaining it. He was only asking them to study the pros and cons, which he had not time to go into. He merely urged upon manufacturers that this was a question they could not leave. (Hear, hear). The Americans had realised its importance and so must we.

Mr. Stevens had asked, Would its adoption reduce the number of people employed ? That was a shrewd question, and he was glad that it had been put. Possibly there might be a slight reduction of employment at first, but he was strongly of the opinion that it would only be temporary. It might, for instance, cause a slight—very slight—dislocation of employment. For instance, Mr. Ford applied simplification recently throughout his works, and realised that he could dispense with a considerable number of clerks, but he found all of them jobs in the works. The big boot firm he had mentioned were employing more men than they did before they applied the system. It was worthy of note, indeed, that the movement was instituted to prevent unemployment. At the time it was initiated, there were four millions of totally unemployed in America, and several more millions only on part time. It was simply adopted out of a desire to obtain more orders, and so provide employ ment, and assuredly in that case it had done so.

Then Mr. Hutchinson asked if it would destroy the individual initiative of the workers ? The tendency everywhere was to routinise jobs, and while that might help to destroy initiative, it was also calculated to shorten the hours of labour, and to reduce the amount of energy required in the work. But they had to face facts. They had a new principle, and they must grapple with it, and see what it meant. It would be suicidal to ignore it. (Applause.)

Report on the Economic Situation of Denmark.

I.—General Economic Situation.

The economic situation in Denmark throughout the year 1921, states Mr. R. M. Turner, O.B.E., Commercial Secretary, H.M. Legation, Copenhagen, was characterised by depression and unemployment. The fall in prices which began in the autumn of 1920 found a number of Danish industrial and business houses with large stocks on which increasingly heavy losses were incurred as the year proceeded. The fall in prices was also attended by an almost complete cessation of buying by the general public who partly had provided themselves as adequately as possible during the previous period of rising prices, and partly refrained from placing new orders in the hopes of a further fall in the future. The result was that no merchant or manufacturer dared place orders for stock, and the whole of the community bought only in such quantities as were regarded as the minimum for immediate requirements.

This state of things had, however, one satisfactory result from the Danish point of view. The Danish trade balance was, in the course of 1921, practically equalised, the value of the imports exceeding the value of the exports by a sum of only 160 million Kroners (£7,176,637 at the average exchange of 21.40 Krs.) as compared with 1,352 million Kroners (63,177,570) in the previous year. This improvement in the trade balance was accompanied by an improvement in the value of the Kroner which had stood at 25.65 to the Pound Sterling in November, 1920, and 7.4750 to the Dollar, while in December the rates were 20.30 to the Pound Sterling and 5.1506 to the Dollar.

The rates of exchange for marks fell steadily throughout the year. In November, 1920, the rate of exchange for Kroners was 10.16 per 100 Marks, while in December, 1921, the rate had fallen to 2.80. This fall in the Mark exchange was one of the most important factors contributing to the unfortunate position of Denmark throughout the year. Not only was Danish trade and industry hampered by the general economic depression of the world, but Denmark, which, owing to its close proximity to Germany, has for many years past been in close business relations with that country, found herself at the same time overwhelmed with German goods at prices with which the Danish industries could not hope to compete, and deprived—owing to Germany's incapacity to pay—of one of her most important markets for agricultural produce and fish.

Throughout the year there was a constant high level of industrial unemployment, the number of hands unemployed being between 70 and 80 thousand in December, 1921, while during the first months of the New Year the figures increased to over 100,000. At the same time many business houses had seen themselves obliged to reduce their staffs, while throughout the year a large proportion of the Danish mercantile tonnage was laid up (viz., in June, between one-half and one-third of the total tonnage and about one-quarter of the total fleet.)

The laying up of so great a part of the Danish mercantile fleet, and the falling freight at which the rest was employed, considerably reduced the Danish income from this source.

The Danish fishing fleet also, which is a not unimportant factor in Danish economic life, suffered severely throughout the year. Great efforts were made to find in Great Britain and elsewhere substitutes for the impoverished German market, but without much success, while high railway freights rendered business on the home market difficult.

Finance and Commerce.

A year of depression, such as that experienced in 1921, cannot but fail to set its mark upon the while of the business community, and while the less sound elements in industry, trade, insurance, and banking have disappeared, or are in process of so doing, the remaining and better established concerns, while they possibly have been able to consolidate their position and have also probably modified their ambitions, find themselves in the majority of cases, at the beginning of 1922, in a financial position which is probably but little, if at all, better than in 1914. To this must be added the fact that the buying capacity of money has in the meantime been reduced, so that the buying capacity of Denmark as a market is at the present moment probably somewhat inferior to what it was before the War, while the experiences of the Danish business world since the conclusion of the War have been such, that it will be surprising if Danish customers do not in future prove to be exceedingly cautious.

Although the position of certain of the Danish Banks has been seriously affected by the events of the past year, it has hitherto proved possible to avoid anything in the nature of a "crash." Certain reconstructions which may, or may not prove expensive, have, it is true, been found necessary, but on the whole it would appear that the position of the Danish Banks is sound, while particularly the Bank of Issue—The National Bank—would appear to be in a very good position, the Gold Reserve at the end of the year amounting to 231,871,690 Kroners (£10,835,121), or 43.4 per cent. of the notes in circulation.

The imports, as will be seen, were considerably reduced throughout the year, a reduction being particularly noticeable in the case of raw materials and fuel. While the heavy purchases of coal at high prices, especially by the State Railways, during the previous year, still continue to have an effect on the budgets of the purchasing institutions, the country as a whole did not suffer from a "fuel crisis" as was the case in 1920. Some alarm was, it is true, experienced during the British coal strike, but in only a very few instances were cargoes of any importance purchased from America.

The stagnation in the industries doubtless explains the reduction in the coal imports, which amounted to 2,061,518 metric tons, or about 200,000 metric tons less than in 1920, while the value of the total imports of solid fuel fell from 516,402,000 Kroners (£24,130,934) in 1920 to 145,827,000 Kroners (£6,814,346) in 1921.

Peru's Centenary of Independence.

When Peru's second century of Independence dawned on the morrow of the Centenary celebrations, the question arose, "What of the future? What sort of record for the coming hundred years will Peru show on the 28th of July, 2021?" In view of her chequered history, the most prophetic could only indulge in mere conjecture. But the national mind found expression in the confident hope of the optimist that the past hundred years of freedom, of training and travail, had fitted Peru for the solid constructive work of statesmanship lying ahead.

In these times—times in labour for the birth of a new era, the peoples acutely recognise, as never before, that their destiny is indissolubly bound up with the character of their Rulers. In the case of Peru, the hope of the optimists was justified, for it had already found expression in the words of King George's gracious letter of congratulation to President Leguia on the 28th of July last, wherein was recorded the deep interest His Majesty took in "all that affects the well-being and prosperity of the Republic over which Your Excellency so worthily presides." The deep interest of His Britannic Majesty in the welfare of Peru, and the worthiness of her President are the true augury of a happy, progressive future. For given a century of worthy Presidents, the natural complement will be great and beneficial international friendships, with all the help to a developing land that flows from such relations.

The signs of progress during the past year are significant. They foreshadow a new era, and indicate not only that normal progress expected in any nation untainted with decadence, but also a virility of authority which bodes well. Apart from Peru's own contribution to this new manifestation of progress, the country is to be congratulated upon the activity of the foreign interests profitably founded there, since it is an intimation to the world, especially to the capitalist and the financier, that the foreigner may pursue unmolested the even tenor of his commercial way beneath the ægis of a firm and protecting administration.

A nation whose financial genius can create a new National Bank, provided with safeguards for those who use, and against the temptations of those who would misuse it; whose greatest mining foundation—The Cerro de Pasco Copper Corporation—can mark its prosperity by recently putting down a $10,000,000 smelter, to cope with its immense possessions of mountain ore; whose rulers can hand over, in concession form, a territory as large as England, for the construction of some 2,500 miles of railway, and exploitation of rich resources; and, finally, whose solicitude for the public health has materialised in great schemes of sanitation and hygiene—such a nation is showing signs of no ordinary growth, signs which absolutely preclude any question of reaction or decadence.

There is, however, one question upon which the mind of the nation has for years concentrated with anxiety. That question is railways—the question that lies at the root of all other questions, social, economic, financial. The great Trunk lines of North America peopled the

wilderness, and caused it to fructify. The vast granary of the Steppes had to await the coming of the Trans-Siberian Railway before its abundance could find an outlet; while the Cape-to-Cairo Railway needs only to be mentioned to be at once justified as the vital factor in the development and civilisation of Africa. These mammoth enterprises increased the world's wealth a million-fold, and caused the growth of great industrial and agricultural populations. One marvels, therefore, that so rich a country as Peru should have had to wait so long before the world could produce a superman with imagination big enough to undertake the scheme of railway construction included in the new concession granted to Mr. Robert W. Dunsmuir. Mr. Dunsmuir comes of a race of shrewd railway magnates, and therefore we may say that the organised attack upon Peru's immense natural wealth is about to begin. And if the arid wastes of the Sahara can tempt French genius to build a great Trans-Saharan Railway from Algeria to Nigeria, then Peru's riches should, a fortiori, long ago have tempted some creative genius to provide the railway system which would have permitted this stream of wealth to flow out of the country. Not only has the absence of such a system prevented the free and profitable working of mining concessions, and the full development of Peru's vast oilfields, but it has also stopped the coming of the immigrant, and the covering of the millions of virgin acres of the Pampas and the Montana with thriving farms, manned by sturdy pioneers—the backbone of all new and growing States.

But that factor which, no less than the spirit of enterprise, holds the promise of Peru's future, is education, and this is at last on the up-grade. Education in Peru has passed through many vicissitudes. Various systems had been tried, among which it is interesting to note that the first Normal School in Lima—followed by several others in the provinces—was planned on the old Lancastrian method, which filled an educational gap in England in early Victorian times. It was not, however, until 1910, that the whole subject was regarded from a more scientific standpoint. Nevertheless, the reforms then projected never matured until 1919, when the plans already formed were put into execution, with the result that Congress passed the Education Law of 1920.

But if the education of the people has lagged, Peru's intellectual record is a brilliant one. Her University of San Marcos, in Lima, was the first founded—in 1571—in America. This was followed by that of Cuzco, the ancient Inca capital, in 1692. Moreover, from the famous Garcilaso de la Vega, in the earliest colonial times, through a long line of distinguished writers down to the present day with Ricardo Palma and others, Peru has made good her claim to rank, through the genius of her sons, with the best of East and West.

Peru's genius and energy are known. Her struggle has been that of fighting obstacles that have too long obstructed her path. If there are one or two countries in South America which seem to loom larger in the public eye than Peru, it is because it is easier to breed cattle than to force stupendous mountain chains, second only to the Himalayas, to disgorge their wealth. But Peru leads in South America by reason of her greater wealth of tradition, which is the seed of national character. And as this second century of her Independence proceeds Peru, blest—as is the national hope—with an unbroken succession of wise and sagacious Presidents, will more and more lead, the world's industry will demand ever more of her boundless raw materials, her consumption of the manufactures of other countries will increase, and her culture will still more impose itself upon that vast continent of South America concerning which the world, after all, knows so little, but which contains undreamt-of riches, and offers inexhaustible scope to the merchant, the scientist, the pioneer and the adventurer.

Report of British Patent Empire Conference, 1922.

In December, 1919, a memorandum on the subject of a British Empire patent was drawn up by the Comptroller of the Patent Office, London, and in January, 1920, this memorandum was circulated to the Governments of the self-governing Dominions and India. A brief résumé of the memorandum and of the ensuring correspondence was later submitted to the Conference of Prime Ministers and Representatives of the United Kingdom, Dominions, and India held in June, July, and August, 1921, and was considered by a Special Committee under the Chairmanship of the Secretary of State for the Colonies. As a result, the following recommendation, which was concurred in by the Main Conference, was agreed to :—

> "The Committee recommends that a Conference of representatives of the Patent Offices of His Majesty's Dominions shall be held in London at an early date to consider the practicability of instituting a system of granting patents which should be valid throughout the British Empire."

In pursuance of this recommendation, invitations were addressed by His Majesty's Government to the various Governments, and delegates were nominated by all the self-governing Dominions (except Newfoundland) and India. There was, in addition, a delegate representing the Colonies and Proctectorates, nominated by the Secretary of State for the Colonies.

The meetings of the Conference, of which Mr. Temple Hanks, C.B., Comptroller General, acted as Chairman, were held at the Patent Office, London, commenced on June 12th, 1922, and terminated on June 23rd, 1922.

Before opening the discussion on the first day, the Representatives considered the desirability of admitting oral evidence from outside bodies, and decided that no useful purpose would be served by hearing such evidence, unless in the course of the discussion the Conference itself found it necessary to call expert evidence on any particular point.

No witnesses were in fact called during the meetings, but the Conference had before it particulars and data as regards applications for patents of the Empire com-

piled in the Patent Office, London, and important information as to the practice and procedure in the Dominions and Colonies was supplied by the Representatives themselves.

The Conference agreed that the problem before them could most conveniently be discussed under the following heads :—

A.—The present situation in regard to applications for patents in the British Empire.

B.—The desirability of a British Empire Patent.

C.—The various schemes for such a patent, which had been, or might be, suggested, and their practicability, having regard to the legislative and administrative difficulties.

D.—If no acceptable scheme could be suggested, or in any case if time permitted, the possibility of any further action as regards uniformity of patent law and practice in the British Empire.

From data supplied to the Conference, and from information derived from the Delegates themselves, the present situation may be summarised as follows :—

A.—Applications for Patents and Fees Payable.

At present, in order to obtain patent protection throughout the British Empire, separate applications must be made in the United Kingdom, in each of the self-governing Dominions and India, and in all the Colonies and Protectorates. Omitting the native States in India, certain protected territories in the Malay Peninsular and some other small territories where it is not clear that any provision exists for the protection of inventions, the separate applications necessary would appear to number at least 46. On all such applications fees are payable, and the initial payments amount to £5 in the United Kingdom, to £32 in the self-governing Dominions and India collectively, and to about £250 for all the Colonies and Protectorates. For the maintenance of the patents granted on such applications renewal fees are payable in the United Kingdom, and three of the self-governing Dominions and in India, and also in the majority of the Colonies and Protectorates.

These renewal fees amount to £126 in the United Kingdom : to £84 in the self-governing Dominions and India collectively, and to approximately £1,000 for all the Colonies and Protectorates. A complete list of the sums payable on application for and renewal of a patent, so far as such figures can be definitely ascertained, is given in Appendix B.

Treatment of Applications.

In the United Kingdom, the self-governing Dominions and India, all specifications accompanying applications are subjected to examination for formalities, and also in respect of sufficiency of description and clearness and succinctness of claims. In many of the Colonies and Protectorates the power to make such examination is given by legislation, but appears to be rarely exercised for reasons which will be explained, in a later part of the Report.

Examination for Novelty.

(i.) *United Kingdom.*—An investigation is made for the purpose of ascertaining whether the invention claimed has been wholly or in part claimed or described in any specification published before the date of application and left pursuant to any application for a patent made in the United Kingdom within the previous 50 years.

(ii.) *Self Governing Dominions and India.*—In all the self-governing Dominions except the Union of South Africa and in India there is an examination for anticipation into all locally-granted patents, and further in some of the Dominions there is power to consider and cite any anticipation by publication or otherwise which which would affect the novelty of the invention for which protection is sought. In New Zealand the examination authorised by law is at present somewhat limited by the existing resources of the office.

(iii.) *Colonies and Protectorates.*—There is substantially no examination for novelty, though in some cases powers to make such an investigation are given by the law.

Opposition to Grant.

(i.) *United Kingdom.*—Opposition is allowed, which can be based on various grounds including the publication of the invention not only in prior specifications but also in any document previously published in the United Kingdom.

(ii.) *Self-Governing Dominions and India.*—With the exception of Canada provision is made for opposition based not only upon anticipation in specifications of patents previously granted in the Dominion, but also in respect of prior user and publication within the Dominion. In the Commonwealth of Australia, New Zealand and India the opposition is decided by the head of the Patent Office, while in the Union of South Africa such cases are heard by the Court.

(iii.) *Colonies and Protectorates.*—While opposition is provided for by legislation in many of the Colonies and Protectorates it is apparently seldom, if ever, utilised. In the majority of cases there is no effective machinery for opposition.

From this survey of the position as regards the application for, and grant of, patents throughout the Empire, the general position appeared to be by no means satisfactory. To obtain protection throughout the Empire requires numerous applications at considerable expense, and the fees for maintenance are very onerous in many of the Colonies and Protectorates. While the chief principles of patent law are substantially the same there is considerable divergence of practice and procedure, and there is no certainty that an invention for which a patent has been secured in any part of His Majesty's Dominions will necessarily receive the same protection in any other part of those Dominions.

The Conference recognised, however, that the specifications forming the search material in the United Kingdom would undoubtedly include a large majority of the more important inventions patented not only in the British Empire but throughout the world, and consequently the patent issued by the United Kingdom Patent Office would have relatively a high value.

In the absence of a delegate for Newfoundland the

Conference did not have the advantage of ascertaining the practice and procedure in that territory. Consequently, it was unable to comment on the present situation there.

B.—Desirability of a British Empire Patent.

Upon this head the Conference agreed that a British Empire Patent, or, in other words, a patent which would be operative throughout the Empire, would be desirable, provided it in no way affected the autonomy of the self-governing Dominions and India or the rights and facilities which an inventor at present enjoyed in those territories of obtaining a patent *prima facie* locally valid and locally operative, and the following Resolution was passed :—

"The Conference unanimously adopts the view that, provided that the autonomy of the self-governing Dominions and India is preserved, and that the rights and facilities at present enjoyed by an inventor throughout the British Empire are not affected, the institution of a British Empire Patent is desirable as a means of cheapening the cost and simplifying the procedure of obtaining protection for inventions throughout the Empire."

C.—Schemes.

The Conference then proceeded to the examination of various schemes which had been brought to their notice, taking as a basis the memorandum of December, 1919, by the Comptroller of the Patent Office, London (Appendix A). It was decided that the main essentials of any successful scheme must comprise simplification of procedure and reduction of expense, and that unless these objects are obtained, any alteration of the present system would not appear to be practicable or desirable.

(I.) *One Central Patent Office.*

This was the first proposal outlined in the Comptroller's memorandum. It was agreed that the establishment of a Central Patent Office for the grant of patents throughout the Empire would not necessarily affect the autonomous rights of the Dominions if it were voluntarily accepted and its authority recognised by their domestic legislation, inasmuch as the grant of a patent was a franchise conferred under the prerogative of the Crown. This is illustrated by the form of Letters Patent issued in all cases. It was clear, however, that the establishment of any such office would in the Dominions and India affect the rights and facilities at present enjoyed by an inventor who desired only to obtain a patent *prima facie* locally valid and locally operative. It was further agreed that at the present time such a proposal was not feasible or practicable, having regard to the distances from one another of the various parts of the British Empire, and the consequent loss of time which must occur in the communication of specifications, in dealing with any citations or objections made, and in making the necessary amendments as a result. There would, further, be a loss of time and great expense in determining any opposition or other proceedings in connection with the grant of patent before a central tribunal.

Accordingly the following Resolution was passed :—

"Having examined a proposal whereby all local Patent Offices within the British Empire would be abolished and one Imperial Patent Office established, this Conference considers that such a proposal, if voluntarily adopted by convention or agreement between all the Dominions, would not appear to infringe any autonomous rights now enjoyed by those Dominions ; nevertheless, it is of opinion that having regard to the practical difficulties in the way of such a scheme and the necessity for preserving the right of an inventor to obtain a patent limited to that part of the Dominions in which he is resident, the proposal is not one which they are able to recommend."

(II.) *Second Scheme.*

The second scheme, as explained and discussed in the Comptroller's memorandum, was next examined, and it appeared that as this scheme entailed the abolition of a search for novelty in the various local Patent Offices of the British Empire, it would not commend itself to the self-governing Dominions or India, and would be inconsistent with the Resolutions already passed by the Conference. It was agreed, therefore, that, so far as this scheme required the abandonment by the Dominion offices of the examination for novelty and of the power to demand amendment as a result, it would not be acceptable.

The entire abolition of such an examination in all Patent Offices was considered by the Conference, but it was recognised that some such examination by an Office before the grant of a patent was, apart from its actual value, a practical necessity in view of the action taken by other countries. It was consequently not possible at this stage to advocate the complete abolition by all offices of examination for novelty before a patent was granted, but it was, in the opinion of the Conference, highly desirable to prevent the further multiplication of offices or the extension of the functions at present exercised, provided that in the latter case an efficient system of examination, which could be generally accepted, were established by a central organisation.

(III.) *Other Schemes.*

The Conference then considered a scheme which had been put forward from private sources. In this scheme it was proposed that, at any rate in each self-governing Dominion and India, there should be a Patent Office equipped for the issue of British Empire Patents. This would necessitate each office being provided with all the registers and material available in the other Empire Offices, and that the practice as regards search for novelty should be on substantially similar lines. A patent issued by any one of such offices would be operative throughout the British Empire.

On this scheme, the Conference came to the conclusion that it was wholly impracticable. It would be difficult if not impossible to multiply the material for search and examination and distribute it to the various offices, and the expense entailed would make it impossible to lessen the cost of obtaining a patent throughout the Empire. There was also the objection that differences

of practice might occur and different decisions be given in the various offices, and questions would arise as to the respective value of the patents so granted. It would be impossible to get harmonious decisions in all the various offices in which patents operative throughout the British Empire could be obtained. It was resolved, therefore, that

> "Having considered a scheme in which there should be separate offices for the receipt of applications for British Empire Patents in different parts of the British Empire, whose duty in the examination of applications should include a search through all the patents of the Empire, and in view of the expense and difficulty of setting up the necessary offices, and the uncertainty as to the quality and value of the patent so granted, the Conference could not recommend the scheme for adoption."

Another scheme was suggested by the Representative of India, following the analogy of the International Postal Convention, by which letters duly stamped and posted in one country are transmitted to others for delivery without further expense to the sender. Under this proposal the initial search on any local application might be reduced to a minimum, and the patent to be granted locally would, subject possibly to registration, have Imperial effect. Prior, however, to the institution anywhere of an action for infringement, a thorough search at a Central Office would be required, followed by publication of the result of the search.

This scheme, after discussion, was rejected, as well as various other schemes, as they did not appear to afford either diminution of expense or simplification of procedure, or to be consistent with the Resolutions already passed.

(IV.) *Preferred Scheme.*

The Conference then turned to the question of the possibility of devising some scheme in which, while local offices would be preserved for the issue of local patents, a Central Office might be established for the grant of patents which could be accepted by every part of His Majesty's Dominions without the necessity for separate applications in each part or separate examination as to novelty. The first proposal, made by Mr. Seth, was that a United Kingdom patent, having regard to the extent and value of the examination and search made in the United Kingdom Patent Office, should be registered in the Dominions and Colonies without further examination or investigation. The Representatives of Australia and Canada at once pointed out that such a proposal would give an applicant in the United Kingdom Patent Office an advantage over local inventors in their Dominions inasmuch as his application would not have to undergo a search for anticipation among the locally granted patents, and would not be met by the objections of prior user or publication which were available against ordinary applications in such Dominions. The proposal could hardly, therefore, be acceptable to those Dominions where an examination for novelty was conducted, and would in any case create in such Dominions a class of patents whose value would of necessity be considered doubtful. The Conference felt the force of these objections, and it was agreed that the proposal for a Central Office for Patents could only be accepted if the Central Office, in examining applications for patents submitted to it, made a search co-extensive with the field at present covered by the searches now made, not only in the United Kingdom, but also in the self-governing Dominions and India collectively. Further, the Conference thought that an application for registration of a patent so granted must be open to opposition in such parts of the Empire. On the other hand, the Conference was of opinion that such a patent should be accepted by the Colonies and Protectorates without any right of opposition to the registration, leaving it to the local Courts to declare on any proper grounds that an exclusive privilege had not been secured in the territories within their jurisdiction.

Finally, after a lengthy discussion, the following scheme was drawn up and adopted :—

(*a*) The existing rights of the United Kingdom, the self-governing Dominions, and India to grant patents in accordance with their laws and within their own territories to be maintained in full.

(*b*) The establishment of a Central Patent Office for the reception and examination of applications for, and the grant of, patents which shall extend to the United Kingdom, or to any of the self-governing Dominions, or to India, upon registration in the particular territory in which protection is desired. The application for registration to be open to opposition before registration is actually effected.

(*c*) The Central Patent Office, in examining applications submitted to it, to make a search co-extensive with the field at present covered by the searches now made in the United Kingdom, the self-governing Dominions and India collectively.

(*d*) The scheme suggested above to be equally applicable to all the Colonies and Protectorates, subject to the qualification that the application for registration shall not be open to opposition unless the existing law makes provision for the hearing of opposition to the grant of patents, but in any case the local Courts to be empowered to declare that an exclusive privilege has not been secured in the territories within their jurisdiction.

(*e*) The fees for registration to be of such amount as would result in a considerable reduction in the total cost of obtaining patents throughout the Empire at the present time.

This scheme, it is thought, conforms to the required conditions of ensuring a simplified procedure and lessening the cost of obtaining a patent operative throughout the British Empire ; while preserving the autonomy of the self-governing Dominions and India and maintaining the functions of the local Patent Offices in granting patents which will be operative only in the particular Dominion or territory.

Advantages.—Such a scheme presents the following great advantages in comparison with the present system :—

(*a*) One application and one specification only will be necessary for obtaining the grant of a patent throughout the British Empire.

(*b*) There will be one examination in respect of formalities, the sufficiency of the documents, and the novelty of the invention, and consequently after the application in the Central Office has been accepted there will be less uncertainty as to the fate of the application throughout the British Empire.

(*c*) There will, in consequence, be a very great diminution of expense, both in regard to the preparation, supply, and printing of documents and as a result of the abolition of the local examination on each application. If registration fees are small, a still greater diminution of expense will be effected.

(*d*) There will probably be a very considerable diminution in agency fees. (It was not possible for the Conference to obtain reliable figures upon this point, but the general opinion was that the agency fees at the present time for obtaining a patent throughout the British Empire were considerably greater than the fees actually charged by the various Patent Offices. On the other hand, the increase of business which may be anticipated should substantially benefit the agents' business).

(*e*) A patent so granted and registered will have a considerably greater commercial value than any individual patent at present issued in the British Empire by reason of the wider search which will be made in the Central Office.

(*f*) The establishment of such a system will undoubtedly encourage applications in the other parts of the Empire, and particularly so if the expenses are diminished. The Canadian and South African Representatives pointed out that decreases in patent fees in their Dominions had led to a very large increase in applications and in the gross amount of fees obtained.

(*g*) It will reduce the over-lapping of functions in the various offices and tend to prevent the multiplication of expensive machinery for examination into novelty.

(*h*) Finally, the establishment of any such Imperial system will create a further bond of union between the various parts of the British Empire.

Cost of Establishment.—Unless one of the existing offices is selected for this purpose, the cost of equipping and establishing such an office would undoubtedly be great, but it might be hoped that the revenue would meet the current expenses of working. If any existing Office were selected the cost would be greatly diminished and would be incurred only in the supply of the new material required and the necessary staff and buildings.

Universal Search.—In connection with this scheme the Conference had before it the question of the extension of the search made by such Central Office to include all publications throughout the world. Such a search was professed to be undertaken by the Patent Offices of Germany and the United States of America, and it appeared to be the case that an additional commercial value was placed upon any patent which had been examined and issued by those Offices, notwithstanding the fact that many of the patents granted in Germany and the United States were subsequently found by the Courts to be invalid. The Conference was of opinion that to undertake a really efficient search of this magnitude was impracticable having regard to the extent of the material which would be necessary and the expense involved. In view, however, of the feeling of the commercial community upon this point, they considered that the question of the establishment of a search on the lines of the German and United States of America Offices might well be reconsidered later if experience of the wider search proposed in the scheme recommended above showed such further extension of the search to be in any way feasible or practicable.

Fees.—The Conference considered it to be essential to the success of the scheme that the fees for the registration and maintenance of patents, should, if possible, be small, and appreciably less than the fees at present charged. The present initial fees in the self-governing Dominions and India are not unreasonable, but they amount in the case of the Colonies to a very considerable sum, and the renewal fees at present levied in the Colonies and Protectorates are excessive and in many cases prohibitive. The Conference thought in consequence that at any rate in the case of the Colonies and Protectorates renewal fees in respect of patents registered under the scheme should not be charged, and that the registration fee might well be fixed at a nominal sum, say, £1.

Voluntary Acceptance.—The acceptance of such a scheme would be voluntary in the case of the Dominions and India, and it was not therefore necessary that before the scheme could be put into operation it should be accepted by all the Dominions and by India. It was obvious, however, that unless the scheme were accepted by a substantial majority of the Dominions, its utility and effectiveness would be seriously impaired. In the case of the Colonies and Protectorates, the Conference thought that it would be advisable for His Majesty's Government to recommend its adoption in every case.

National Treatment.—The Conference agreed that an arrangement of this nature ought to be treated as a domestic matter, affecting only the relations of the various parts of the British Empire *inter se*, and that as a Dominion in accepting such a scheme might desire to confine the advantages and privileges to persons who are British subjects and those who are under British protection, it would be unfortunate if any obstacle existed to the exercise of its discretion upon this point.

Uniformity of Law and Practice.—The Conference further agreed that the successful working of such a scheme would also depend upon uniformity of law and practice throughout the British Empire. In particular it would appear to be necessary to have an agreement on the definition of the word "inventor," and the rights of importers to obtain a patent. On both these points there was at present a divergence of practice between the United Kingdom and some of the Dominions.

(V.) *Provisional Scheme.*

While the Conference accepted the scheme described above as the scheme which would have the greatest chance of success and acceptance throughout the Empire, the Delegates felt that in view of the difficulty of equipping a Central Office with all the necessary

material for the extended examination and of the time and expense which would necessarily be involved, it would be desirable to consider the possibility of some provisional scheme, which might be put into force until such time as the "preferred" scheme became capable of realisation.

It was therefore proposed, as a temporary measure, and by way of modification of Mr. Seth's original proposal that, provided the Dominion Patent Offices retained the right to raise an objection before registration on the ground of anticipation in locally granted patents or of prior local publication or user, patents as at present granted by the Patent Office of the United Kingdom should be accepted for registration throughout the Empire. The other conditions as to registration, such as opposition, would remain as in the "preferred" scheme.

The main differences between the two schemes are: (1) the retention in the provisional scheme of the power of the head of any Office in the Dominions or India to raise against an application for registration all local objections as to novelty, prior use or publication of the invention which he is empowered to make in the case of an ordinary application in the Dominion or India, and (2) the search in the United Kingdom will be limited as at present to British specifications. This proposal was adopted and the provisional scheme as drafted and accepted is as follows:—

(*a*) Existing rights of the United Kingdom, self-governing Dominions and India, to grant patents in accordance with their laws and within their own territory to be maintained in full.

(*b*) The patent obtained by examination and grant in the United Kingdom Patent Office to extend to any of the self-governing Dominions or to India upon registration in the particular territory in which protection is desired: the application for registration to be open to opposition, and to any lawful objection which the head of the Patent Office where registration is applied for may think fit to raise, before registration is actually effected.

(*c*) The scheme suggested above to be applicable to any of the Colonies and Protectorates with such modifications as may be suitable to local requirements and administrative machinery.

Procedure under Provisional Scheme.—The Conference then discussed the main details of procedure which would be necessary to carry out the provisional scheme, and the outlines of procedure (1) applicable to the self-governing Dominions and India, and (2) applicable to the Colonies and Protectorates, were formulated and adopted.

Commercial Treaty with Spain.

The President of the Board of Trade, replying to Sir A. Shirley Benn (President of the Association of British Chambers of Commerce in the House of Commons on 3rd August), said:—The text of a Commercial Treaty between Spain and this country was initialed on July 27th, and instructions have been sent to His Majesty's Ambassador at Madrid to arrange for its signature with as little delay as possible. It is hoped that an understanding may be come to for bringing its provisions into force immediately on its signature without awaiting formal ratification. By virtue of this treaty practically all goods of United Kingdom origin sent to Spain will be entitled to the advantage of any reductions from the rates in the second or lower column of the Spanish Customs Tariff which may be accorded by Spain to the goods of any other country, the goods to which this treatment is to be immediately applied being set out in a schedule to the treaty. A further provision is included in the treaty that should any such reductions be accorded to goods not included in the schedule the Spanish Government will extend the benefit to similar British goods on receiving an intimation that any United Kingdom interest is affected. In fact, therefore, if not in form, all products and manufactures of the United Kingdom will receive full most-favoured-nation treatment.

Over and above this, which is perhaps the matter of the greatest importance, reductions of duty of varying degrees will be accorded in the case of a substantial number of tariff headings in which British trade is interested. In all, reductions are accorded in the case of about one hundred headings in the tariff not covered by any existing Spanish treaty, whilst, of course, we shall also enjoy all the benefits accorded by the treaties recently entered into by Spain with France and Switzerland. The treaty also secures the continuance in force of the important provision that British tinplate shall be admitted free of duty if used for packing produce for exportation from Spain. Full details of the various provisions embodied in the treaty will be published when the treaty is signed.

In return for these advantages we have given an undertaking to admit free of duty Spanish oranges, grapes, walnuts, hazel nuts, almonds, onions, olive oil, preserved vegetables, corks and cork discs, and iron ore, and to impose no restriction on the importation of these articles from Spain. We have also undertaken that the existing duties on Spanish wine and wine lees, raisins, and brandy shall not be increased for at least three years, nor thereafter without six months' notice, which is the period for which the treaty is concluded. Apart from the Customs clauses, the treaty contains the usual provisions which are found in commercial treaties, including national treatment for our shipping. In view of the recent changes in Spanish legislation affecting the taxation of foreign companies, the question of the treatment of British companies in Spain and Spanish companies in the United Kingdom is to form the subject of a further special agreement. I should add that, whilst the treaty only affects directly the relation between Spain and the United Kingdom, it contains provisions enabling any other portions of His Majesty's Dominions or Protectorates to adhere to it if they desire.

Inspection of Parliamentary Standards.

On the 3rd August, the Parliamentary Copies of the Imperial Standards of the Yard and Pound which are kept interned in the walk of a staircase in the Palace of Westminster, and were recently removed for purposes of inspection and verification were re-interned in the presence of (amongst others) the Speaker, the Parliamentary Secretaries and other officials of the Board of Trade, Sir James Gilmour, M.P. (representing the First Commissioner of Works, and Sir T. Butler (representing the Lord Great Chamberlain).

Mr. P. Ashley, Assistant Secretary to the Board of Trade, first explained that the Imperial Yard is defined by statute as the straight line between the centres of two gold plugs or pins in a particular bronze bar, which is the charge of the Standards Department of the Board of Trade, when that bar is at a temperature of 62° Fahrenheit and supported in such manner as to avoid flexure and allow free expansion or contraction according to variations of temperature, and the Imperial Pound is similarly defined as a particular platinum weight. The old Imperial Standards having been lost in the fire which destroyed the Houses of Parliament in 1834, new standards were constructed in 1881 (for the Pound) and 1854 (for the yard): at the same time four sets of Parliamentary copies were ordered by Parliament to be made, of which two were to be deposited at the Royal Mint and the Royal Observatory, one was to be entrusted to the care of the Royal Society, and the fourth was to be immured at the Houses of Parliament. The purpose of these Parliamentary copies was to secure that in the event of the Imperial Standards being lost, damaged or destroyed, a new set could be constructed by reference to one or more of the sets of Parliamentary copies. It is a statutory direction that the Parliamentary copies shall be compared with each other every ten years, and with the Imperial Standards every 20 years, but this requirement does not apply to the immured copies. These, which were first deposited in 1853, have, however, been inspected by the Board of Trade from time to time, the last occasion being in 1892, when they were re-verified for the first time. As circular-comparison of the Imperial Standards and the other Parliamentary copies is now, being made, the Board of Trade desired that the immured copies should be brought into the comparison. They were accordingly disinterned on the 10th June in the presence of the Speaker, and a comparison has been made by the standards Department of the Board.

Mr. J. E. Sears, Jr. (Deputy Warden of the Standards) reported that the immured copies of the Imperial Standard yard had been found to be shorter than the Imperial Standard Yard by one 1-10,000th of an inch, whilst the immured copy of the Imperial Pound had been found to be heavier than the Imperial Standard Pound by 0.00286 grain. In the original comparisons, made before the copies were immured in 1853, it was found that the immured Yard was longer than the Imperial Standard by less than one 1-10000th of an inch, and the immured Pound lighter than the Imperial Standard by 0.00314 grain. Some part of these apparent changes may be due to inevitable small errors in the observations on both occasions. Some part probably represents an actual change in one or other of the Standards. The amounts of the changes, however, while of interest to scientists, are so small as to be entirely negligible for all ordinary purposes.

The Parliamentary Standards in question were produced by the Deputy Warden, and after inspection were replaced in their original boxes which were hermetically sealed in a lead sheathing and placed in an outer box, which was then re-interned in the staircase wall, together with an account of the proceedings signed by the Speaker and others of those present.

Imports into Ireland.

The *Dublin Gazette* for 25th July contained the text of a Decree (No. 7 of 1922, dated 22nd July) issued by the Provisional Government of Ireland "to restrict and regulate the importation of certain goods and articles, and to obtain information as to the persons to whom the same are distributed."

The Decree, which is to have effect until 6th December, 1922, unless sooner annulled, prohibits the importation into the area if jurisdiction of the Provisional Government (save under the authority and in accordance with the conditions of a permit in that behalf first obtained from the Minister for Home Affairs in the Provisional Government) of the following goods and articles:—

(*a*) Any petroleum spirit, naphtha, benzol, petroleum, paraffin oil, fuel oil, motor spirit or other inflammable liquid or liquid, or other substance capable of producing power.

(*b*) Any lubricating oil.

(*c*) Any parts or accessories of or for motor cars or motor cycles.

(*d*) Any sheet metal.

(*e*) Any iron plates.

(*f*) Any apparatus or contrivance for or capable of being used for communication by wireless telegraphy or any part of or accessory for any such apparatus.

Every permit for the importation or bringing in of any such goods or articles shall contain a condition that the same shall be imported only through the port of Dublin, or in a particular case, with the approval of the Adjutant-General of the National Army, through another port to be named in the permit; and permits may prescribe the quantity of goods to be imported, and the person or persons to whom the goods are to be delivered and the person or persons by or through whom the goods may be distributed; and may contain such other conditions, restrictions, or limitations as the Minister for Home Affairs shall prescribe.

Every person to whom such goods and articles shall be delivered is required by the Decree to prepare and furnish returns showing particulars of such goods or articles received and the persons to whom they have been distributed or transferred, whether by way of wholesale or retail trade or otherwise.

The Ulster Association has issued the following statement :—

Some merchants in Northern Ireland had received requests from consignors in England to forward permits issued by the Irish Home Office to cover the importation of certain goods into Northern Ireland. It should be understood that the decree recently issued by the Provisional Government of the Irish Free State does not apply to Northern Ireland. Decrees issued by the Provisional Government have force only in the area under their control and do not apply to the Six Counties of Londonderry, Antrim, Armagh, Fermanagh and Tyrone, which are under the jurisdiction of the Government of Northern Ireland.

The Decree (No. 7, 1922) issued by the Provisional Government of the Irish Free State restricting the importation of certain commodities into the area under the jurisdiction of the Provisional Government does not apply to the importation of goods into places in Northern Ireland through the ports of Belfast, Londonderry, Larne, Coleraine, Newry, Bangor, Carrickfergus, Donaghadee, Newcastle, Portaferry, or into any port situated in the Six Counties.

Difficulties Experienced in Clearing Samples Forwarded by Post to France.

The attention of the members of the Chambers is drawn to the following letter received by the Association of British Chambers of Commerce from the Department of Overseas Trade in connection with a complaint received on the above subject :—

Department of Overseas Trade,
35, Old Queen Street, S.W.1,
13th August, 1922.

Sir,—With reference to your letter of the 8th inst., I have to say that the Commercial Counsellor to the British Embassy in Paris has had occasion recently to make representations to the Director-General of Customs in regard to the difficulties experienced in clearing samples forwarded by post to France. I am aware that the French Customs Authorities are at present exercising greater stringency in this matter, and according to communications received from the Commercial Counsellor it would appear that the difficulties experienced would, in a large measure, be overcome if exporters would comply strictly with the actual regulations of the French authorities.

In this connection I would point out that the French Customs only regard as samples of no commercial value such articles as comply with the regulation contained in the first extract (paragraph 462), enclosed with my letter of the 24th ultimo. For other samples forwarded by letter or sample post admission is only granted under the condition explained in the further extracts forwarded with my letter above mentioned, which may be summarised as follows :—

(1) Samples in open packets must bear a green label in a prominent position of not less than 6 centimetres by 3 with the words " A soumettre à la douane ou aux Contributions Indirectes " in thick letters. The nature, origin, weight and value of the goods must also be stated, and, as regards the nature of the goods, the classification given in the Customs Tariff must be followed.

(2) If the samples are forwarded in closed packets, they can only be admitted on production of a permit issued previous to the despatch of the packet by the " Direction Generale des Douanes " at the request of the importer. Permits can only be granted for letters and packets addressed to a Post Office established in a locality where there is a Custom Office. The packets must bear the same label as in the case of unclosed packets with the words " A soumettre a la Douane " (in thick letters). " Autorisation de la Direction Generale des Douanes No.....du..... "

Should there be any further cause for complaint in the future, when strictly complying with the French Customs regulations, I should be pleased to give the matter further consideration in receipt of specific details of the case in which the difficulty has been experienced.

Yours faithfully,
(Signed) R. Henshall,
For the Comptroller-General.

The Secretary,
Association of British Chambers of Commerce.

Russian and Italian Languages.

We learn with satisfaction that the policy of the Commercial Education Committee of the Birmingham Chamber of Commerce is bearing fruit. Our readers may remember that the Russian Chair at the University was endowed by the Chamber of Commerce ; that the Italian Chair was inaugurated by the Chamber, who were substantial donors ; and that it was one of the conditions in each case that suitable arrangements should be made for the teaching of these languages (elementary, intermediate and advanced) by the respective professors, or by some competent lecturer approved by them, at *Evening Classes* during the Educational terms, preferably at one of the existing Educational institutions of the City other than the University.

We gather that excellent arrangements have been made, and that classes in all three stages in both of these languages appear in the Syllabus of the Birmingham and Midland Institute for the ensuing Session.

United States Mails.

The Association of British Chambers of Commerce, at its quarterly meeting, held on the 19th July, passed a resolution expressing the opinion that the United States mails coming to this country by Express Mail boats, should be disembarked at Plymouth, as from one to three days in their delivery would be saved by so doing. The resolution also referred to the fact that with the present arrangement the Continent received its business

and other letters before this country. The Postmaster General has replied as follows :—

General Post Office, E.C.1 15th August, 1922.

Sir,—With reference to your letter of the 9th instant, concerning the Mail Service from the United States of America, I am directed to inform you that the Postmaster General fully realises the advantages to be gained by landing the mails at Plymouth instead of at Southampton.

It should be explained that the Mail Services in the direction from the United States, are not under contract with the British Post Office ; and the itineraries followed by the steamers conveying the American Mails are based on the Shipping Companies' commercial requirements.

The Postmaster General has nevertheless made representations to the Cunard and the White Star Companies in the matter, and it is hoped that these Companies may be induced to make the Plymouth call. It is reported in the Press that such a call will be made by the *Mauretania*.

Printed Paper Rate.

At the quarterly meeting of the Association of British Chambers of Commerce, held on the 19th July, a resolution was adopted, urging the Postmaster-General to revert to the pre-war practice by making such arrangements as would enable correspondence, etc., at printed paper rate to be recived at principal post offices up to within an hour of the dispatch of the evening mails, and at the ordinary posting hours for collections from rural districts, sub-offices and pillar boxes. The resolution requested the Postmaster-General to receive a deputation on the subject.

The following reply has now been received :—

General Post Office, E.C.1, 15th August, 1922.

Printed Paper Rate.

Sir,—I am directed by the Postmaster-General to acknowledge the receipt of your letter of the 8th inst., conveying a resolution of your Association on the printed paper regulations, and in reply, to inform you that the restriction to which the resolution refers is on the lines recommended by the Geddes Committee in their report on the Post Office.

The concession for which the Association asks would, if granted, defeat the object for which the regulation was framed, namely, to afford relief in Sorting Offices during the peak hours of pressure in the early morning and evening ; and in view of the considerable economies and improvements in staffing which have been effected, the Postmaster-General cannot see his way further to extend the scope of the reduced rate, which is unremunerative.

The Director of Postal Services attended at the meeting of the Association, on the 19th ultimo, and explained fully the reasons which led the Postmaster-General to couple the reduction to one halfpenny of the postage on printed matter with the proviso that correspondence paid for at this low rate should be posted before a specified time in the afternoon, if required to be dealt with the same day ; and it is not thought that any useful purpose would be served by the attendance at this office of a deputation from the Association.

I am, Sir, etc.,

(Signed) Edwd. A. Francis.

The Secretary,

Association of British Chambers of Commerce.

Brass Casting Research.

The British Non-Ferrous Metals Research Association, 71, Temple Row, Birmingham, has carried out an extensive research on the influence of gases on high-grade brass. A further investigation is now being started by the Association at the Research Department, Woolwich, in which the support of the Engineering Co-ordinating Board of the Department of Scientific and Industrial Research has been secured.

The advance which has been made in the quality of materials as a result of the increasing demands of the engineer is not always easy to appreciate even by those most closely connected with the industry. Well defined specifications and the provision of a greater variety of tests have certainly assisted in these improvements. Brass, both in its cast and worked forms, has shared in full measure in this progress, but the demand is ever for further improvements.

The prime object of the present work is to study the conditions necessary for securing both surface and internal soundness of strip brass ingot, such as are required for cold rolled sheet metal. The investigation will throw much light on other types of casting in non-ferrous alloys and should interest a wide circle of manufacturers in the metal and engineering trades. Dr. Harold Moore, O.B.E., and Mr. B. Genders, B.Met., who have already been engaged successfully on similar work, will have charge of the research, which will be conducted partly in the works of members of the Association and partly in the Woolwich laboratories.

Shipments to Canada. Rule of Exchange on Invoices.

The attention of members is called to the following cable message received at the Office of the High Commissioner for Canada from the Department of Customs and Excise at Ottawa, in regard to the certification of the rate of exchange on invoices of goods intended for shipment to Canada :—" British exporters declaration on invoices of home consumption value of goods in standard currency does not require confirmation by bank or Trade Commissioner under amended regulations now being issued. Currency certificates by bank or Trade Commissioner will be required only in respect of countries where currency is considered by Department substantially depreciated, and this is not applicable to Great Britain. "

Marking of Goods Imported into the U.S.A.

The Secretary of the American Chamber of Commerce in London has furnished to the Association of British Chambers of Commerce a copy of a letter dated 7th June, which he has received from the American Consul General in respect to the marking of goods imported into the United States.

The attention of members is directed to these provisions.

[Copy].

American Consular Service,
18, Cavendish Square, W.1.
June 7th, 1922.

The Secretary,
The American Chamber of Commerce,
8, Waterloo Place, S.W.1.

Sir,—I am instructed by the Secretary of State to bring to the attention of shippers of merchandise from this country to the United States the provisions of law with respect to the marking of imported goods and to inform them that these requirements are so frequently overlooked as to result in considerable congestion of detained merchandise at the larger ports at all times. At the port of New York alone it is estimated that upwards of 1,000 importations per month are withheld from delivery by the Customs authorities until the goods can be properly marked.

In the interest of practical trade relations between Great Britain and the United States, I trust you will take such steps as may be possible to advise intending exporters that all goods intended for the American market must be specially stamped, branded, or labelled in legible English words in a conspicuous place so as to indicate the country of origin. I am enclosing for your assistance in this matter, the text of Paragraph F. sub-section 1 of Section 4 of the Tariff Law of 1913 which sets forth the requirements in full.

F. Sub-section 1.—That all articles of foreign manufacture or production, which are capable of being marked, stamped, branded, or labeled, without injury, shall be marked, stamped, branded, or labeled in legible English words in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Said marking, stamping, branding, or labeling shall be as nearly indelible and permanent as the nature of the article will permit.

All packages containing imported articles shall be marked, stamped, branded, or labeled so as to indicate legibly and plainly in English words, the country of origin and the quantity of their contents, and until marked in accordance with the directions prescribed in this section no articles or packages shall be delivered to the importer. Should any article or package of imported merchandise be marked, stamped, branded, or labeled so as not accurately to indicate the quantity, number, or measurement actually contained in such article or package, no delivery of the same shall be made to the importer until the mark, stamp, brand, or label, as the case may be, shall be changed so as to conform to the facts of the case.

The Secretary of the Treasury shall prescribe the necessary rules and regulations to carry out the foregoing provision.

British Chamber of Commerce in Brazil (Rio de Janeiro).

A publication is now being printed and issued by the British Chamber of Commerce in Brazil, containing the names of firms connected with the Chamber, and a classification of the business done, and also a list of United Kingdom firms which they represent in Brazil.

It is intended to issue a new edition of this publication, to which will be added a section giving useful commercial data with respect to Brazilian trade and other matters of interest to traders with Brazil generally and especially on the occasion of the Centenary Exhibition.

The British Chamber of Commerce in Brazil would like to make a large gratuitous distribution of this special edition of the publication, and that the Chamber would like to make the list of firms represented as complete as possible.

Members of the Birmingham Chamber who trade with Brazil are invited to send their names, together with the names of their agents, correspondents, etc., to his Chamber and any other particulars they wish the Chamber in Rio to file.

The British Chamber of Commerce in Rio state that any British firm who may send them advertising matter for the publication will be charged for at the rate of £2 per page, or 25s. per half-page.

Members of the Birmingham Chamber are requested to furnish the Secretary with any details they desire forwarded to the British Chamber at Rio.

Reduction of Rates and Dues at Liverpool.

At the last meeting of the Mersey Docks and Harbour Board a recommendation was made that, as from the 1st October next, inclusive, the following reductions in rates and dues on ships and goods be adapted, subject to the approval of the Minister of Transport as regards the Town Dues, viz. :—Recommendation that, as from the 1st of October next, inclusive, the following reductions in Rates and Dues on Ships and Goods be adopted, subject to the approval of the Minister of Transport as regards the Town Dues, viz. :—

(*a*) The following Inward Foreign Dock Rates and Town Dues on the Articles mentioned to be charged, viz. :—

		Dock Rates.	Town Dues.
		s. d.	*s. d.*
Cotton Wool ..	Ton	1 9	1 9
Wool	,,	1 6	2 0
Wheat	,,	1 2	0 7
Indian Corn or Maize	,,	1 2	0 7
Meat Fresh, and Beef Dried or Jerked	Ton	2 1	1 6
Bacon and Hams	,,	2 1	1 5

such reduced Rates and Dues to be subject to the Five per cent. reduction mentioned in paragraph (*b*).

(*b*) The Dock Tonnage Rates and Wharf Rates on Ships, and the Dock Rates and Town Dues on Goods, Foreign and Coastwise, Inwards and Outwards, to be reduced by Five per cent.

(*c*) All Goods imported from Foreign Ports and exported to Coastwise Ports outside the River Mersey, Seaward, and which have not been removed from the import quay except for the purpose of being placed on the vessel by which they are to be exported Coastwise, to be charged with One-half of the full Inward Foreign Dock Rates and Town Dues applicable thereto—this concession not to be regarded as a benefit additional to any Differential Rates arrangement under which reduced Dock Rates and Town Dues may be charged.

Port Dues in Portugal.

The following letter has been received from the British Chamber of Commerce in Portugal :—

DEAR SIR,—I am directed by the Council of this Chamber to draw your attention to the Port Dues of this country, established under Law No. 1,028, of the 20th August, 1920, and which are payable in gold in accordance with Article 3 of Decree No. 7,822 of the 22nd November, 1921. A translation of Article 9 of Law No. 1,028, is appended.

Owing to a law which is still in force, the receivers have the right of repudiating payment of these gold taxes, notwithstanding any agreement or clause in Bill of Lading, Charter Party, or other agreement. The Government has laid down positively that any attempt to exact these dues from the receivers of cargo was illegal, as they were leviable on, and payable exclusively by the ships or steamers bringing the cargo, and that any clause to the contrary that might be inserted in Bills of Lading, Charter Parties, or other agreements, would be considered null and void.

In view of this law, and as several cases have been brought up, in which the ship is the loser, it is highly recommended that shipowners in making or when quoting their freights, should add 2s. 2½d. on freights for coals, coke, patent fuel, sulphur, minerals in rough, and manures for agricultural purposes, and for any other cargo 4s. 5d., thus avoiding any dispute or risk in collection of same on this side.

We may state that German shipowners have adopted this course, and we understand that one or two regular British Lines are also doing the same.

Yours faithfully,
H. M. TARRANT,
Secretary.

Law No. 1,028, of the 20th August, 1920, provides for Port Dues as follows :—

Art. 9. Foreign craft of sail or moved by any system of mechanical propulsion, will pay the commercial marine tax, according to the following table :

1. Cargo discharged.

For each ton of 1,000 kilos of pit coal, anthracite, lignite, briquettes, coke, sulphur, minerals in the rough, manures for agriculture, plaster, clay or tiles	$50
For each ton of any other merchandise ..	$100

2. Cargo loaded.

Up to 20 tons gross weight, fixed tax ..	$500
Quantity with weight superior to 20 tons, fixed tax	$1000

3. Passengers disembarked.

Each	$100

1. Passengers embarked.

Each	$300

The above are payable in gold *vide* Art. 3 of Decree No. 7,822 of the 22nd November, 1921.

Chamber of Commerce Representative to Visit Latin America.

Mr. J. Arthur Aiton, C.B.E. (Honorary Vice-President), Chairman of the Foreign and Colonial Affairs Committee of the Association of British Chambers of Commerce, proposes to visit South America in the autumn and early winter of the present year for the purpose of meeting the British Chambers of Commerce throughout Latin America.

Mr. Aiton's journey will include visits to the British Chambers of Commerce in Brazil, Sao Paulo and Southern Brazil, the Argentine Republic, Uruguay and Chile. He expects to leave England on or about the 20th of October, returning to this country about the middle of February.

Mr. Aiton is making this visit especially in the interests of Chambers of Commerce, and if any of the Chambers of Commerce in this country have any general questions affecting the interests of British trade which they would like him to take up with the British Chambers of Commerce, the Secretary will be pleased to receive from members particulars of any subjects they desire communicated to Mr. Aiton.

Birmingham Chamber of Commerce Ex-Officers, Etc., Interviewing Board.

This Board interviews, advises and endeavours to place ex-officers and men of like qualifications sent to it by the Appointments Department, Ministry of Labour. The applicants are generally men who prior to the war held responsible positions, and now owing to adverse conditions, find themselves without situations. If firms who are members of the Chamber will send particulars of any vacancies from time to time they may have to the Secretary or to Capt. A. H. Chovil, chairman of the Interviewing Board, candidates will be interviewed by the Board and likely applicants and their qualifications passed on to the enquiring firm for final selection.

Birmingham Chamber of Commerce Appointments Bureau.

Ex-Capt., age 42, married; University education. Working knowledge of French and German. Many years organisation experience, conversant with secretarial duties, Acountancy, Foreign Exchange. Specialised in Commercial Agency Organisation. Organisation on large scales—both official and commercial, comprising office, shipping and selling agencies. Anxious to obtain an appointment as an Organising Secretary, or as a Commercial Representative abroad. Min. salary, £400 per annum.

Ex-Capt., age 29, married; educated Clifton College, fluent knowledge of French. Entered London office of Anglo-Egyptian Bank on leaving school. Passed through various departments, going in due course to Paris as Correspondent and Accountant. On demobilisation returned to Bank and was appointed Manager. Eventually left the Bank to open business on own account as Manufacturers' and Insurance Agent and Merchant at Port Said. For family health reasons essential to obtain appointment in England of a Secretarial nature. Min. salary, £350.

Ex-Lieut., age 26, married; University education. B. Comm. (1st class) and distinction in Accountancy, Finances, Transport and Law. French and Spanish fluent. First class Commercial training—keen on costing and languages. Very good knowledge of Finance, Shipping, Banking, Exchange, Mercantile Law and Bnsiness Organisation. Desires an appointment of a commercial nature. Min. salary, £200 per annum.

Ex-Lieut., age 27, single; college education. Associate Institute of Book-keepers and Associate Incorporated Secretaries Association. Five years' Banking experience. Desires an appointment of a Financial or Secretarial nature. Min. salary, £300.

Ex-Pte., age 40, married; college education, slight knowledge of French. Many years Engineering experience, through shops, etc. Sales Manager and Traveller. Desires appointment as Representative. Min. salary, £250.

Ex-Lieut., age 28, married; University education. Degree, Bachelor of Commerce. French and Spanish fluent. Eighteen months' Accountancy experience. Two years' Birmingham University, studying commercial subjects, etc. Desires an appointment as an Assistant Secretary or an Assistant Accountant. Min. salary, £200 per annum.

Ex-Lieut., age 29, married; educated Leeds University. National Diploma Agriculture and Dairying (Honours) Twelve months' Recorder in connection with Investigations into the cost of food in the production of milk, etc. Assistant Agriculturist, Olympia Agricultural Co., Ltd., two years. Desires an appointment of a Secretarial nature or Management of Farm. Min. salary, £450 per annum.

Ex-Lieut., age 33, married; retired Naval Engineer officer, 9 years' sea experience. There years' civil experience. Great experience in economical coal and oil fuel burning I.C. engines, W.T. boilers, Turbines, Refrigeration, Hydraulics, etc. Admiralty Certificates of Competency to take charge of boilers and machinery. Anxious to obtain an appointment as an Assistant or Maintenance Engineer in charge of plant. Min. salary, £250.

Ex-Lieut., age 25, single; educated at Bedford Modern School. Slight knowledge French and German. Trained for the Mercantile Marine on H.M.S. *Worcester*. Two years' training in civil engineering with City Engineer and Surveyor of ——. Requires appointment as Civil Engineering Assistant. Min. Salary, £250 per annum.

Ex-Lieut., age 11, single; college education. Knowledge of French and German. Prior to the War Sub-Agent on 16,000 acre Estate. Five years O.H.M.S. Government Land Valuer. Held posts as Corn Inspector and Crop Reporter for Ministry of Agriculture. Experienced and practical Farmer and Estate Agent, Government Agricultural Inspector and Land Valuer. Excellent testimonials. Desires appointment connected with Agriculture, Estate Agency, Forestry, etc. Min. salary, £250 per annum.

Ex-Lieut., age 38, married, R.E.; mentioned in Despatches. College education. Slight knowledge of Hindustani and Arabic. Many years experience as Assistant Architect, knowledge of Bills of Quantities, Building Plans, etc., Roads and Irrigation, etc. During the War was Officer-in-Charge of all Barracks and W.O. Property for Warwick. In Mesopotamia posted to Military works. In charge of the building of the cantonment at Dawrah. Laying out of roads, building works in connection with Barracks, Power houses, pumping stations. Good knowledge of construction, specifications, etc. Min. salary, to be arranged.

Ex-Officer, age 33, educated Austria, Paris, Bonn, King's College, London University (classics, law, etc.) Previous experience includes journalism, service with Abyssinian Corporation, fluent knowledge of French, German and Spanish, knowledge of colloquial Arabic, some knowledge of Italian. Travelled greater part of Europe, Macedonia, Abyssinia, Egypt and Sudan.

Railway Notices.

The attention of members is directed to the additional facilities available to them through the new Transport Section set up in connection with the Chamber. As hitherto, questions of general interest will be undertaken free on behalf of members, but in addition to these it will now be possible to undertake individual assistance in respect of such questions as :—

(*a*) The reasonableness of charges and questions of preference.

(*b*) Rates analyses and mileage particulars.

(*c*) Difficulties in connection with claims and disputes.

(*d*) Siding agreements and all questions of rebates.

(*e*) Checking of railway accounts.

(*f*) And special interviews by arrangement.

For exceptional and individual services the Council have fixed the following schedule of charges :—

For the first ½-hour	**Free.**
Beyond that time	**10s. per hour.**
(Minimum)	**5s. 0d.**
For checking railway accounts	**By estimate, in accordance with the work involved.**

To Exporters and Importers.

Business with Continental Houses is often retarded and rendered difficult owing to the lack of understanding of the correspondence. Several instances have been brought to the notice of the Chamber by which Overseas firms overcome the difficulty. They write in their own language, but place a notice at the bottom of their letter "You May Reply in English," thus the British firm has only to have one communication translated, and the business is facilitated. This course is greatly to be commended and the Chamber of Commerce affords the facilities through the medium of the Translation Department. Many members have availed themselves of the facilities and have found it a great asset.

The fees for translations are as follows:—

Into English.

	s.	d.	
From French	0	10	per folio.
From German	1	0	,,
From Spanish	1	0	,,
From Italian	1	3	,,
From Danish, Dutch, Norwegian, Portuguese, Swedish	1	9	,,
From Russian	2	6	,,

From English.

Into French	1	0	,,
Into German	1	3	,,
Into Spanish	1	3	,,
Into Italian	1	6	,,
Into Danish, Dutch, Norwegian, Portuguese, Swedish	2	6	,,
Into Russian	3	0	,,

It is, of course, understood that technical work will be quoted for separately.

It is a feature of the Translations Department that all matter which may be submitted to the Chamber is dealt with in strict confidence, and the Chamber is in a position to execute translations efficiently and with expedition.

Trade Enquiries.

(1) General agent in Paris desires to act as agent for British firms for the sale of athletic goods, cycles, etc.

(2) Firm at Buenos Aires desire to get into touch with home firms interested in importing or handling dried or pulp fruit.

(3) Manufacturers' representatives at Sao Paulo open to take up agencies for the following goods:—Sanitary ware, chinaware, wallpaper and carpets.

(4) Agent at Barcelona desires to take up agencies for textile goods.

(5) Agent returning to the Far East to open offices in China and Japan is open to undertake the representation of firms desiring to extend their business in those markets.

(6) Representative at Copenhagen desires to represent manufacturers of the following requirements for the building trade: Heating and ventilation plant, valves, piping and pipe fillings for steam, gas and water, steam fittings for marine purposes, steel casement windows, and sanitary specialities.

(7) Exporter at Leeds desires to represent on commission manufacturers of steam fittings and cabinet furnishings.

(8) Manufacturers' agent, in London, seeks agencies for goods suitable for the wholesale hardware domestic trade, aluminium ware, etc., for home and export.

(9) Ex-officer desires appointment as traveller or motor transport manager.

(10) Well-established firm of merchants at Buenos Aires require agencies of any kind.

(11) Firm of Agents at Santiago seek agencies of all kinds.

(12) Firm of manufacturing chemists and wholesale druggists (established 1830) having a highly organised selling staff, doing business with the majority of chemists and high-class grocers throughout Scotland, are desirous of obtaining one or two first-class sole agencies (either buying or commission) for proprietary lines suitable for these trades.

(13) Experienced commercial representative (ex-officer with wide knowledge of foreign trade) is prepared to act as representative in any part of the world or to take responsible appointment in shipping department.

(14) Analytical chemist (technical) Member of British Association of Chemists, Society of Chemical Industry, and Birmingham Metallurgical Society, with wide experience in general metallurgy, chemicals, etc., is open to accept appointment. Special reference to copper and copper alloys, etc., and general foundry practice.

(15) Engineer (44), full Member Inst. Mech. Engineers, with varied experience at home and abroad, served through war in engineering positions, desires appointment, as travelling representative abroad for one or more firms of high standing.

(16) Birmingham gentleman sailing Tasmania (Australia) autumn, desires to represent reliable Birmingham and Black Country manufacturers of hardware, hollow-ware, bedsteads, cycles, etc. Satisfactory references.

(17) Gentleman, recently returned from West Coast of South America, fluent Spanish, French and German, seeks appointment in foreign department of a merchant or manufacturer.

(18) Commercial concern, carrying on export and import trade and insurance, marine and stock exchange business, situated in Constantinople, are desirous to get into touch with firms interested in that market.

(19) Export trade. Birmingham man (30), K.E.H. School, unmarried, writes and speaks Arabic and French, knowledge of Italian and Greek; experienced Near Eastern markets; desires to represent firm in those markets, preferably Egypt; hardware or other progressive lines.

(20) Late Nubian agent to important London house' shortly returning to the East, would be willing to handle settlements on behalf of British manufacturers; 25 years' experience in that market; excellent references, will be in Birmingham middle of October.

(21) Gentleman, establishing a business in Zagreb (Jugoslavia), is anxious to obtain representations for zinc, copper plate, tin, sheet iron, etc.

(22) Firm in Cubana, S.A., want to obtain prices for cheap china and earthenware, glassware, bottles of all kinds, hardware and hard rubber articles for druggists.

(23) Firm in Sudan wish to get into touch with cycle and motor cycle manufacturers, with a view to representing them on that market.

(24) Gentleman, 14 years' experience in India, prepared to return to that country, wishes to get into touch with firms requiring an agent for the East.

(25) Ipswich gentleman, travelling to Spain and Portugal twice a year, is anxious to get into touch with Birmingham manufacturers with a view to transacting business for them during his visit.

(26) Firm in Alep (Syria) are anxious to get into touch with bedstead manufacturers with a view to representing them on that market.

Special Inquiries.

(1A) Firm of exporters at Candia (Crete) desire to appoint a Birmingham representative for the sale of raisins, sultanas, etc.

(2A) General merchants in South China (Pakhoi) are anxious to get into touch with dealers and importers of dried cuttle fish bone (whole) and cuttle fish bone meal.

(3A) Birmingham office accommodation, including telephone and clerical facilities, required in the centre of Birmingham, by firm of wire manufacturers dealing with the Midlands on a large scale.

(4A) English firm with large factory premises in the Free State of Danzig, wishes to get into touch with manufacturers of any article with a view to making joint arrangement for manufacturing; excellent opportunity for parties interested.

(5A) Dutch firm are open to appoint a firm of agents for the representation of their pearl and pot barley.

(6A) London firm are anxious to get into touch with Birmingham firm of good standing to act as buying agents for their patent interchangeable letter signs.

Public Contract.

Important Australian Enquiry: Tenders Invited.

Galvanised Iron or Steel Tubular Poles for Telegraph Poles, 20ft. long, 1,500, Schedule 755. Tenders are invited by the Commonwealth of Australia for the above, receivable in Australia on 15th November. For Tender Forms and full particulars, apply Supply Officer, Room 101, Australia House, Strand, London, W.C.2.

Consular Reports.

During the past month the following confidential communications have been received from the Board of Trade.

Further information may be obtained by members on application to the Secretary of the Chamber of Commerce.

(1) Germany.—*Re* Aluminium Industry.
(2) Australia.—*Re* Gold Sales.
(3) South Africa.—*Re* Railways and Harbours.
(4) Germany.—*Re* Iron Market.
(5) Germany.—*Re* Price increases.
(6) Belgian Congo.—*Re* Tenders for Electrical Plant.
(7) India.—*Re* Tube Railways.
(8) Australia.—*Re* Electrical Development.
(9) Germany.—*Re* Iron Foundries.
(10) Germany.—*Re* Coal Prices.

Birmingham's Boat Train.

For the first time in the history of Birmingham, a special boat train was despatched by the White Star Line from New Street Station to Riverside Station, Landing Stage, Liverpool, on Saturday, August 19th, with passengers and their friends in connection with the sailings of the ss. *Baltic* and *Regina*.

The question of direct connection between Birmingham and the landing stage, Liverpool, has frequently been raised by passengers from the Midlands booked for steamers from Liverpool for the United States and Canada, and the White Star Line, with their usual enterprise, have decided to continue this arrangement for special trains to run from New Street Station to alongside the steamer for the convenience of passengers booked for their sailings each Saturday to New York and Quebec and Montreal.

The first train in connection with these sailings was well supported, and this innovation will doubtless appeal to passengers from the Midlands, as hitherto they have had to make the journey from Lime Street Station, Liverpool, through the city to the landing stage, which has not been an easy matter, especially for a family with children, luggage, etc., whereas now they are conveyed alongside the steamer for which they are booked, thus saving considerable inconvenience.

British Legion.

Ex-Service Students' Branch.

Appointments Wanted.

Disabled ex-Gunner, age 31; married; 3 years' training Mechanical Engineers' Draughtsman; knowledge of steam and gas engines; desires position as Draughtsman; salary, £200.

Ex-Artificer, R.F.A.; age 24, four years pre-war Engineering workshop experience; one year's training as Engineer's Draughtsman; two years training in Technical Engineering; good general knowledge Mechanical Engineering; prospective A.M.I.M.E.; conscientious man; desires situation as Assistant Engineer, or Draughtsman, or any appointment with good prospects; salary, £260.

Engineer, age 22; passed A.M.I.M.E. Exam.; ex-Wireless Telegraphist; experience of testing electrical machines; salary, £200, after probation of one month.

Ex-R.A.F., age 22; three years' experience in copper work; small experience in engine work; will accept any reasonable offer of employment; low wage.

Ex-Tank Driver, age 27, seeks any engineering position; 3½ years' technical training mechanical eng. subjects; 3 years' pre-war experience, lathe and vice; fine limit work, etc.; passed A.M.I.Mech.E. exam.

Ex-Staff Sergeant, age 32, single; 10 years' pre-war experience of machine shop practice; 3 years' engineering course at Birmingham Technical School; desires position as Draughtsman, owing to slight disability; Salary, £200.

Mechanical and Electrical Engineer, age 23; 3 years' technical training; passed A.M.I.Mech.E. exam.; good general education; desires post in drawing office, works, or testing laboratory.

Ex-Sergeant, age 22, single; Secondary School education; 2 years' engineering course at Birmingham Technical School; 2 years' workshop experience; desires position in works; thoroughly trustworthy and energetic; salary, secondary consideration, if post is progressive; good references.

Ex-Airman (first-class), age 22, single; secondary school education; 4 years' workshops apprenticeship; 2 years' course at Birmingham Technical School in Mech. Engineering; good draughtsman; desires position as junior draughtsman, or would first complete workshops' experience: commencing salary, £130.

Ex-Active Service Electrician, R.A.F., age 23; single; holds advanced certificates, mech. and elect. engineering, Birmingham Technical School and Walsall Municipal Institute; student I.E.E.; 5 years in charge ironworks electl. dept.; desires any post with prospects; salary, anything reasonable accepted.

Ex-Lance-Corporal, age 25; trainer pattern making (wood); desires position as improver to same, under Ministry of Labour scheme or without.

Ex-M.T.R.A.S.C., age 23, single; educated Solihull Grammar School, 1911-16; 3 years fitting I.C. engines; 2 years' technical experience; graduate of Inst. Mech. Engineers; desires position as draughtsman or assistant engineer; salary, £150.

Ex-Service Student, age 27, desires post as assistant engineer or junior draughtsman; Secondary and Technical School training; 5 years' comprehensive experience in engineering shops; salary, £150.

Ex-Officer, age 26, married, good education; 5 years with heating and ventilating engineers; recently completed 2 years' engineering course; desires appointment as draughtsman; salary, £175.

Analytical and Metallurgical Chemist, late R.E., age 24, well educated; certificate of City and Guilds final iron and steel manufacture; research experience; real worker; adaptable; accept nominal commencing salary in exchange for progressive post in any capacity.

Ex-Sapper (M.M.), age 24, single, well educated, good knowledge of French and German; 2 years' technical training in electrical engineering; 12 months' practical workshop training; 2 years' telephone maintenance and repairs (Army); seeks position, description; home or abroad.

The Trade, Industries and Productions of British South Africa.

The Chamber has received a copy of Mr. Francis Harrison's, F.B.I. Report on South African Trade, Industries, etc. The complete official trade statistics, etc., for the year ended 31st December, 1921, are analytically dealt with, and trade information relating to the later period, up-to-date, is included. A copy of the report may be inspected on application to the Secretary, Chamber of Commerce, New Street, or may be obtained from Messrs. Arthurs Press, Ltd., Woodchester, Glos., price 10s. 6d. (post free).

Abuse of Debentures.

To the Editor of The Birmingham Chamber of Commerce Journal.

Sir,—I venture to state that some alteration should be made in the Company Laws to prevent the abuse of Debentures, as Creditors are so frequently diddled by the Debenture Holders.

The sinister feature is that our leading Banks are very often the moving spirits in what are practically swindles, and most of the cases where the legalised Debenture is abused could not be carried out except with the connivance of the Banks.

The client approaches the Manager who asks for Balance Sheet and specially investigates the stock item, occasionally checking the stock at the client's premises, and the amount he is prepared to lend on Debentures is frequently determined by the stock, but seeing that frequently the majority of this stock has not been paid for, the Bank literally takes other men's goods —equivalent to cash—as security without the knowledge or consent of the men who have supplied or are still supplying the goods.

Of course, I know that the Debenture has to be registered, but there is a lapse of some weeks before publication and in the meantime the Bank has got a certain security in a perfectly legal manner.

In a long business experience the only large bad debts I have made are those where my debt has been brushed aside by the Bank Debenture Holder.

Yours faithfully,

"Proprietor of One-Man Manufacturing Business not Limited."

Birmingham, 12th July, 1922.

Editor's Note.—We shall be glad to receive further communications on this subject.

Reviews of Books.

The Smokeless City. By E. D. Simon and Marion Fitzgerald. (Longmans, Green & Co., Paternoster Row, London, E.C.4. pp. 82, price 1s. 6d.).

This interesting book contains an account of the damage caused by smoke to property and to health, and the authors set themselves out to show that no less than three-quarters of it is due to the house chimney. Factory smoke, they say, is tending to disappear, and those who want a cleaner atmosphere should devote their energies to the abolition of domestic smoke. Economical methods of smokeless heating in houses are clearly explained. Lord Newton, chairman of the Departmental Committee on Smoke Abatement, contributes a preface, in which he says that the battle against industrial smoke may be said to have been won in principle, but that the question of the relative share of industrial smoke and domestic smoke in polluting our atmosphere has been hotly disputed. His lordship adds that the conclusions arrived at in this book will doubtless arouse much opposition. He refers, however, to the undoubted competence of the writers—Miss Fitzgerald, who has had valuable experience in public health work and is a well-known authority on questions connected with heating and cooking in working-class houses, and Mr. Simon, the present Lord Mayor of Manchester, who for some years has been one of the prominent figures in the smoke abatement campaign. We welcome the book as a valuable acquisition to the literature on the subject of smoke prevention. Whatever views a reader may have on the merits of the question, he cannot fail to find it interesting and instructive.

"What Germany is Doing." A report on the economic conditions prevailing in Germany. Based upon an investigation undertaken for T. B. Johnston, Esq., J.P., Bristol, by E. Surrey Dane, B.Com. A.C.I.S., Fellow of the Royal Statistical Society. (Simpkin, Marshall, Hamilton Kent & Co., London, E.C.4. pp. 36, price 6d. net.)

The author of this pamphlet was strongly recommended to Mr. Johnston by Sir Wm. Ashley and Prof. A. W. Kirkaldy, and as a result Mr. Johnston sent him to Germany on the 1st February, 1922. Mr. Dane remained there three months, and the condensed report of his close investigations, which constitutes the text of the pamphlet, is highly interesting and instructive. We would particularly commend the pamphlet to all those who are so ready to shed tears over "Poor Germany," without a thought as to the troubles of the allies.

"The Directory of Insurance Brokers," with List of Claims Assessors in the principal towns (Cawleys Publicity Service, 11, Queen Victoria Street, London, E.C.4, pp. 125, price 5s. post free).

For many years a want has been felt for a complete list of those practising as Insurance Brokers, and so far as we are aware no Directory or List of this kind has yet been published in this country. The Directory under review represents an effort to supply this want. There is also a list of claims assessors. As to Insurance Brokers there is a foreign section, giving certain names and addresses in France, Holland, Italy, Portugal, Turkey, Egypt and Morocco.

"METALLURGY OF IRON AND STEEL." An outline of the development of modern practice in the metallurgy of iron and steel and its bearing on the conservation of metal and fuel. Based mainly on the work and papers of Sir Robert A. Hadfield, Bart. Compiled by the Editor of Pitman's Technical Primers (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2, pp. 122, price 2s. 6d. net).

As Sir Robert Hadfield indicates in his foreword, it is not generally realised to what extent the world's advance is due to iron and its allies. Neither is it realised of how recent a date is our knowledge of these alloys. In this interesting and useful little volume there is an outline of the discoveries and developments on which modern practice in the metallurgy of iron and steel is based. In addition stress is laid upon the importance of conservation, upon the assistance rendered in this direction by progress in metallurgy and upon the value of research work already accomplished. The field of research, however, is almost unlimited, but this volume cannot fail to assist those who may be desirous of promoting further developments.

"CLOCKS AND WATCHES." By George L. Overton, Associate of the Royal College of Science; Fellow of the British Horological Institute (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2, pp. 127, price 3s. net).

This is an addition to the publishers' well-known series of books entitled "Pitman's Commodities and Industries Series." After a chapter on "Time," it deals with primitive methods of time measurement, the pendulum and clock escapements, the balance wheel and watch escapements, general mechanisms, striking mechanisms, temperature compensation, the chronometer and famous horologists, clock and watch cases, and electric clocks, and concludes with a chapter on the trade.

THE MARCONI INTERNATIONAL DIRECTORY OF CABLE ADDRESSES, BUYERS AND EXPORTERS' GUIDE, 1922. By the Marconi International Code Co., Ltd., Marconi House, Strand, London, W.C.2. pp. 1,134. Price 25s.

This publication contains in one alphabetical series 40,000 names of firms, showing in each case their name, business, postal and cable addresses, as well as a five figure code number for use in cabling.

The Classified Trades Section shows under each trade all the firms which are engaged therein, arranged according to their countries.

"MEXICO ON THE VERGE." By Dr. E. J. Dillon (Messrs. Hutchinson & Co., Paternoster Row, London, pp. 328, price, 21s. net).

This important and interesting book contains "a brief presentment of the main factors of the Mexican situation, which is now entering upon a critical stage," and, as Dr. Dillon might have added, reveals a number of illuminating facts of which Englishmen have hitherto been almost totally ignorant. It is a striking book, written with the author's customary literary brilliance.

"CONSULAR REQUIREMENTS" for Exporters and Shippers to all parts of the world, including exact copies of all forms of Consular Invoices, with some hints as to drawing out of Bills of Lading, etc. Compiled by James Shaw Nowery, Fellow of the Institute of Chartered Shipbrokers. Second Edition. Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, W.C.2, pp. 157. Price 7s. 6d. net.

In this new edition of a very useful work, which has been carefully revised, enlarged and brought up-to-date, the Compiler supplies information which is necessary to the correct conduct of all Exporting and Shipping.

In his Preface, he states that his experience has convinced him that a book such as this should be found on every Merchant's, Exporter's and Shipping Agent's Desk, as attention to details, especially of Consular Requirements imposed by Foreign Countries, avoids heavy fines and often unnecessary detention of goods in foreign Custom Houses.

In the compilation of the Book, the Author has received assistance of many Consuls and Consular Agents for the purpose of authenticating the information given. The volume should have an extensive sale.

EL SALVADOR.—So that correspondence may not suffer difficulties in transit to the prejudice of trade and the public generally, please take note that the name of this Republic is "El Salvador," and that all correspondence sent should (in order to arrive at its destination) be addressed thus, Sr. XX., San Salvador (or the name of the city where the person resides), *El Salvador*, Central America. There no longer exists in the Republic of El Salvador the prohibition to introduce articles of luxury, as the regulation regarding this was cancelled by legislative decree of May 11th, 1921.

THE Association of Retail Ironmongers and Colourmen, Buenos Aires, desires to receive in Spanish or Italian catalogues if British manufacturers of general ironmongery. It is suggested that the prices should be as much in keeping as possible with those of foreign makes, as British articles, speaking generally, have the preference under such conditions, and in some instances even at slightly higher prices provided they really meet the requirements of the public in general. The Association has advised the Chamber that in cases where such articles are packed in containers, such containers should be attractive and arrive in good condition, and the labels should be well got up. In other words the get-up of the containers and the labels should be in keeping with the quality of the articles, as a poor presentation prevents sales.

Report on the Industrial and Economic Situation in Greece.

In his report on the Industrial and Economic Situation in Greece, Mr. E. C. D. Rawlins, Commercial Secretary to H.M. Legation, Athens, states :—

Already at the beginning of 1921 Greece was in commercial and economic difficulties, which subsequent political events have done nothing to decrease. The campaign in Asia Minor has been a drain on the country's resources and has been one of the most cogent factors in the continuous depreciation of the drachma.

It will, perhaps, be of interest to show the steady fall in local currency throughout the year 1921, and the following table gives the equivalent value in sterling of the drachma for the first of each quarter for that year :

1921.	Drs.
1st January	47.80
1st April	51.20
1st June	65.50
1st September	65.25
31st December	99.25

The most sudden drop in exchange occurred in the first half of May, 1921, when news was heard of a law prohibiting free dealing in foreign exchange. During the space of three days the drachma fluctuated between 65.00 and 120.00 which latter point it reached for a very few hours on the second day of the crisis. It has been said that this panic caused a loss of over 100 million drachmas on the local market.

With such a state of affairs it is easy to understand the reluctance of Greek importers to launch out into orders abroad on the one hand, and on the other how difficult it has been for British and other foreign exporters to do business in this country. The difficulties in trade have been due not so much to the depreciation of the drachma, as to its instability ; there would, no doubt, be quite a large volume of British trade transacted in Greece with the drachma even at 100 to the pound sterling were it only known that this rate would be a permanent one—or at least for some three to six months —but the Greek importer hesitates to make a move when, at the beginning of the week the exchange may be 111, in the middle of the week 95, and at the end 115.

In April, 1921, the Greek Government, in an attempt to remedy this state of affairs, and with the hope of putting a stop to speculation in foreign exchange, decided to take certain measures which resulted in the Law of the Syndicate of Banks, or " Consortium " (published and put into force on 29th May, 1921, o.s.) whilst in July the Import Dues were also increased, the value of the gold drachma being changed from 1.45 to 2.50 (paper drachma).

Under the " Consortium " the right to deal in foreign exchange, cheques, bills, foreign bank notes, shares and securities was permitted only to the various Greek banks subscribing to the Consortium. At the same time it was made a penal offence to deal in these values except through the Consortium banks. Unfortunately, however, the object aimed at in the formation of this syndicate of banks was only partically achieved, for whilst the Consortium maintained a definite " official " rate of exchange, dealings in the open market continued to such an extent that there was sometimes a discrepancy of as much as 20 per cent. between the official and outside rates of exchange. This discrepancy was, naturally, always in favour of sellers, and served as an inducement for persons who had foreign exchange to dispose of, to run the risk of prosecution and to dispose of their values outside the Consortium in order to realise the increased price.

In its dealings with the public the Consortium Committee was guided by the following considerations in so far as the matter of priority of claim was concerned :

(1) For supplies for the use of the Greek Army.

(2). For articles of prime necessity, such as wheat, flour, coal, petroleum and petrol, foodstuffs, etc.

(3). For payment for goods landed in Greece prior to the formation of the Consortium.

(4). For payment against Bills of Lading for merchandise already arrived in Greece.

(5). For the opening of credits abroad for goods to be shipped, according to the urgency of the necessity, and at the discretion of the Consortium Committee.

Thus it will be seen that merchants experienced great difficulty in placing orders abroad for goods, firstly, owing to the obstacles encountered in obtaining the necessary exchange with which to pay for goods ordered, and the practical impossibility of opening credits ; and secondly, owing to the depreciated value of the drachma and its instability.

Many British firms have found it very hard to obtain payment for goods delivered, either cash against documents, or on a credit basis, and there has been no small number of cases in which Greek merchants have refused to comply with their engagements, and have thrown up goods on their arrival in Greece, when they found that the exchange, or the market, had gone against them. This state of affairs is principally due to two factors :—

(1). The depreciation of the exchange, together with the difficulties encountered in obtaining sterling exchange to remit, as explained above ;

(2). The drop in prices in the markets of supply.

Classes in Economics.—The Birmingham and District Council of the National Alliance of Employers and Employed propose to inaugurate a class in economics for employers and the higher staff officials of the various firms associated with the Alliance. It is proposed to hold the class at the offices of the Alliance, on Thursdays, from 5-7 p.m. The course will consist of twenty-four sessions, each devoted to one hour's lecture, followed by one hour's discussion. If the class is taken up well by employers, and it is desired, arrangements will be made with the University of Birmingham for an advance course to follow the preliminary course in the following winters. The Secretary of the Chamber will be glad to receive the names of any employers or any of their higher staff officials connected with the Alliance who desire to attend the course.

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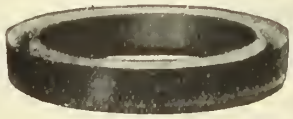
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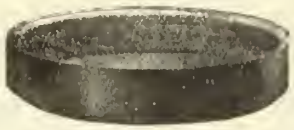
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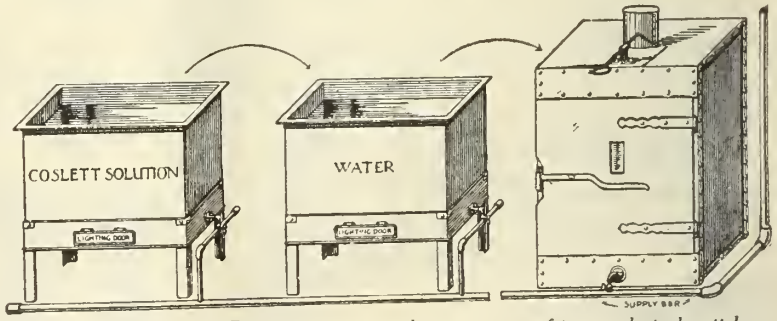
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[4]

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J. & H. Brookes, Cape Bedstead Works, Birm. Smethwick 43.
Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.
Geo. Gale & Sons, Ltd., Dominion Works, Birmingham. Mid. 1333.
Jefferies & Hoadly, London Bedstead Works, Aston, Birmingham.
Millward & Hughes, Ltd., Alma St., Smethwick, Birm. Smethwick 92.
Phillips & Son, Bordesley Works, Birmingham. Mid. 2636.
Phipson & Warden, Ltd., Argyll Works, Smethwick, near Birmingham.
Tinley Bros. Ltd., Redhill Road, Hay Mills, Birmingham. Vic. 349.
Whitfields Bedsteads Ltd., 109/125, Watery Lane, Birmingham. Vic. 94.

BEDSTEAD ENGINEERS.
Federated Trading Co., Ltd., Albion Works, Dartmouth Street, Birmingham. Telephone: Central 5397.

BEDSTEADS (Wood).
Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

BEDSTEAD MOUNTS.
Art Metal Stamping Co., 58-9 Graham Street, Birm. Cen. 6968
Thomas Hill, Hampton Street, Birmingham. Cen. 8053.
Reeves & Co., Crescent Works, Birmingham. Cen. 1558.
W. H. Thomas & Sons (Birm.) Ltd., Ford St., Hockley, Birm. Cen. 164.

BEDSTEAD RAIL KNOBS.
Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel. "Ahead" Birm Northern 13. "Eloyco" Long Thread. Rail Knobs.

BEDSTEAD SPRING MAKERS
T. Blackmore & Sons, 117 Park Road, Aston, Birmingham.

BEDSTEAD TUBE MANUFACTURERS.
Cope, Allman & Co., Ltd., Icknield Square, Birmingham. Edg. 650.
Earle, Bourne & Co., Ltd., Heath Street South, Birm. Cen. 2941. Cased and Close Joint Steel Tube, Seamless and Brazed Brass and Copper Tubes. Rolled Metals.

BELT CLASPS AND BUCKLES.
T. B. Wilkins, Ltd., 52 Clement Street, Birmingham. Cen. 996.

BELTING MANUFACTURERS.
The Birmingham Belting Co., 66 Steelhouse Lane, Birm. Cen. 1538.

R. & J. Dick, Ltd.,
Inventors and Sole Makers of the "Original" Balata Belt.



None genuine without this mark.
200 Corporation Street,
Birmingham.
Telephone: Central 1160.

W. G. Eaton, 53 Constitution Hill and Bull Street, Birmingham. Cen. 6200.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Thos. Icke & Son, Heath Leather Works, West Bromwich. W.Brom.63
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
John Nayler & Son, Ltd., 115 Steelhouse Lane, Birmingham. Cen. 1598.
J. R. Stephens, Snow Hill, Birmingham. Central 3383.
Edgar Vaughan & Co., Ltd., Legge St., Birm. Cen. 0557. All varieties.

BENT TIMBER MANUFACTURERS.
Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333

BILLIARD TABLE MANUFACTURERS.
Thos. Padmore & Sons, 118 Edmund Street, Birmingham. Cen. 1941.

BIRD CAGES.
A. Stokes & Co., Legge Street, Birmingham. Cen. 6572.

BITS, SPURS, STIRRUPS
R. Cooper & Sons, Ltd., 40 High Street, Aston New Town, Birmingham. Stirrup Slides, Bombillas, Bombas, Lasso Rings, Spur Chains, etc.

BITUMEN REFINERS.
W. H. Keys, Ltd., Hall End Works, West Bromwich. Tel. No. 206.

BLOW LAMP MANUFACTURERS.
Howes & Burley, Ltd., 101, Holloway Head, Birmingham. Mid. 2536.

BLOW LAMP MANUFACTURERS—*cont.*

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Easilit Blow Lamp Co. Ltd.
Makers of
SUPERIOR BLOW LAMPS,
Continuously Heated Burn Brands, and Flame Sprayers.



WATFORD RD., KINGS NORTON. BIRMINGHAM.
Tel. No.: 58 Kings Norton.
Tel.Add.: "Easilit," Kings Norton.

BLOW PIPE MANUFACTURERS.
Eclat Manufacturing Co., 15, Galton Street, Smethwick, Birmingham. Telephone, Smethwick, 197

BOILER SCALING TOOLS.
Frank Gilman, Wilders Drive, Warwick Road, Birmingham. Pneumatic, Electric & Water Driven.

BOLTS AND NUTS.
Abis & Co., Aston Road, Birmingham. Tel. Central 286.
Barwells Ltd., Brookfield Road, Birm. Central 2145 (3 lines). "Metals" Birm.
Baxters' Bolt, Screw & Rivet Works, 76-8 Parade, Birmingham.
Burton, Dellingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.
Illston & Robson, Herbert Road, Birmingham. Vic. 180.
Nuts & Bolts (Darlaston), Ltd., Foster Street, Darlaston. Dar. 63.
Herbert W. Periam, Ltd., Floodgate Street, Birm. Cen. 595 & 596.
The Portland Bolt and Nut Co., Ltd. New Spring Street. Brookfields, Birmingham. Cen. 2193
Steel and Screw Co., Ltd., Herbert Road, Small Heath. Vic. 154.
James Wiley & Sons, Ltd., Darlaston, Staffs. Darlaston 83.

BONE GRINDERS.
E. Bacon & Sons, River Street, Derltend, Birmingham. Cen. 919. Case-hardening and Agricultural.

BOOKSELLERS AND PUBLISHERS.
Cornish Brothers, Ltd., 39 New St., Birmingham. Cen. 5960.

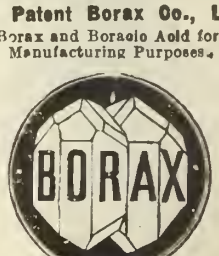
BOOTS, SHOES & SLIPPERS.
G. Glover & Sons, Station Street, Birmingham. Mid. 2283.
Victor Drury, Bromsgrove. Tel. No. 9. Speciality, Ladies' Machine Sewn'Gds

BRASS AND BRONZE RODS AND STAMPINGS AND GUN METAL INGOTS.
McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechnie," Birmingham. Edg. 381 (4 lines).

BRASS AND GUN METAL INGOTS, RODS AND STRIPS.
A. J. Croft & Co., Ltd., Holly Lane, Perry Barr, Birm. East 237. Telegrams: "Chiirod," Birm.

BORAX.

The Patent Borax Co., Ltd.,
Borax and Boracic Acid for Manufacturing Purposes.



Borax Preparations for Household Cleansing and Toilet Purposes.
Ladywood, Birmingham.
Tel.: "Borax," Birm. Tel.: Cen. 3672

BRASS COCKS AND FITTINGS.

The Aston Brass Co., Ltd., Aston Lane, Aston, Birm. East 74.
James Barwell, Ltd., 39-40 Gt. Hampton St., Birm. Cen. 2255.
T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
Sheppard, Pettigrew & Co., Garrison Lane, Birmingham. Vic. 53.
J. S. Walford & Son. Ltd., Hampton Street, Birmingham. Cen. 1587.

BRASS GAS FITTINGS MANUFACTURERS:

Sperryn & Co., Moorsom Street, Works, Birmingham. "Sperryn," Birmingham. Cen. 1237-1238.
Wm. Whitehouse & Co. Ltd., Empire Works Brueton Street, Birm. Cen. 1404. Tel. "Empire," Birm. Gas Cocks, Joints, etc. also Brackets and Pendants, etc.

BRASS INGOTS, RODS AND STRIPS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Brass Ingots, Rods and Billets for forgings and extrusions. P.B. Ex Mid. 281. Tel. Add. "Specific."

BRASS WATER FITTINGS MANUFAOTURERS.

Sperryn & Co., Moorsom Street Works, Birmingham. "Sperryn," Birmingham. Cen. 1237-1238.

BRASSFOUNDERS.

ALDERSON & GYDE,



Manufacturers of (Reproductions of Antique Designs)

Brass Candle Sticks, Bedroom Door Knockers, Bells, Door Porters, Sundials, Jardinieres, etc.

183, Warstone Lane, Birmingham.
'Phone: Central 2953.
EXPORT: HENRY CAMPBELL, 58, Basinghall Street, LONDON, E.C.2

P. G. Allday & Co., 117-119 Northwood Street, Birmingham. Cen. 2396.
E. Bibb & Sons, 157 Moseley Road, Birmingham. Mid. 1678. Antique Copper Curbs, Coal Boxes, Mirrors.
Bailey & Mackey, Ltd., Great Hampton Row, Birm. Cen. 2420.
G. B. Birch & Co., Cheapside, Birm. Mid. 814. Makers of Furnishing Brassfoundry, Stair Rods and Eyes.

Bodill, Parker (1922), Ltd.,

Brassfounders (Cast and Stamped), Cabinet & General, Garden & Hose Fittings, Aviation Thimbles, &c., &c.

"BOPARK"

Trade Marks.

Makers of "Bopark" Specialities.
Albion Works,
Gt. Hampton Row, Birmingham.
"Bodills," B'ham. Cen. 2260.

Joseph Breeden & Co., Ltd., Fazeley Street, Birmingham. Cen. 1549.
James Cartland & Son, Ltd., Constitution Hill, Birmingham. Cen. 1455
James Collins (Birmingham), Ltd., Cumberland Street, Birm. Mid. 220.
Currie & Warner, Ltd., Powell Street, Birmingham. Cen. 1539.
Dutson & Co., 11 Whittall Street, Birm. Machine made. Cen. 882. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.

BRASSFOUNDERS—*continued.*

Edwards & Barnes, 237 Broad Street, Birmingham. Mid. 267.
H. H. Ellaway, 24/8 Bishop Street, Birmingham. Mid. 1318.
Fellows & Darby, Ltd., Feldar Works, Slaney St., Birm. Cen. 5921. Decorative & Metal Shop Window Fittings.
Granville Brassfoundry Co., Ltd., 132-135 Great Colmore Street, Birm.

Grosvenor Manufacturing Co,,
Specialists in Cabinet Brassfoundry—Castors.

ENQUIRIES INVITED



Cabinet Ironmongers' Supplies.
Improved Brass, Rubber Tyred Castors of every description.
Bute Works, 60, Beales Street, Aston, Birmingham.

Herbert, Kershaw & Co., Ltd., Highgate Street, Birmingham. Mid. 511.
John Jewsbury & Co., Ltd., Soho Works, Western Rd., Birm. Cen. 1146
Thomas Hill, Hampton Street, Birmingham. Cen. 3053.
John Lawton & Sons, Ltd., Harford Street, Birmingham. Cen. 2210.
B. Lilly & Sons. Ltd., 54-62 Barr St., St. George's, Birmingham. Cen. 5243.
May & Padmore, Ltd., Wharfdale Road, Tyseley, Birmingham.
H. & W. Munslow, Ltd., 41-2, Ellis Street, Birmingham. Mid. 1935. Every description Stamped and Cast.

Henry Moore, Ltd.,
Cabinet, Builders' and General Brassfoundry.

TRADE HM MARK

'Our Great Speciality:
CASTORS.
Star Works, Rupert Street, Birmingham.

Pearson-Page Co., Ltd., Ilecne Works, Sherlock Street, Birm. Mid. 2510. 2511. Showrooms, 50 Frith Street, Soho, London, W. Regent 4412. Makers of Cabinet Handles (reproductions of antique designs), Candlesticks, Jardinieres, Sundials, Fenders, Door Porters, etc.
Perkins & Powell, 2-5 Barthoiomew Row, Birmingham. Cen. 3631.

Thos. Sanders, Ltd.,
General Brassfounders

Trade Mark: "Sanlock."



TRADE MARK.

for Builders and Cabinet Makers,
St. Mary St., Ladywood, Birmingham.
Midland 165-166.

BRASSFOUNDERS—*continued.*

F. & G. Smart, Standard Works, 42 and 43 Slaney St., Birm. Cen. 2008 Speciality: Shop Window Fittings.
Smith & Davis, Ltd., Hampton Street, Birmingham. Cen. 6870.

Joseph Steer,

J.S B

Brassfoundry for House Furnishers, Cabinet Makers and Ironmongers, Motor Accessories, Mirrors, Grease Cups, Licence Holders, Lubricators, etc., and "The Bradwell Engine Tester," which by one revolution demonstrates the condition of the Engine.

43/44 Weaman Street, Birmingham.
Cent. 5573. "Steer" Birmingham.

S. Timings & Co., 55 Gt. Hampton Street, Birmingham. Cen. 2437. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.

Tonks (B'ham) Limited,

Trade W T & S Mark.

Manufacturers of General Cabinet, Naval and Furnishing Brassfoundry, Tubes, Moulding and Ecclesiastical Metal Work.
Works: Moseley St., Birmingham.
Showrooms: Stevenage House, 40/44 Holborn Viaduct, London.

Joseph Walker (B'ham), Ltd.

JW B

BRASSFOUNDERS for Building, Cabinet, and General Trades. Also FANCY METAL GOODS.
Augusta Works, Warstone Lane, Birmingham.
Telephone: Cen. 7269.
Telegrams: "Automatic." B'ham.
London Export Office:
HENRY CAMPBELL
58, Basinghall Street, E.C.2

James Whitfield, Ltd., 39 Oxford Street, Birmingham. Cen. 674.
Thos. Willcox & Co., Ltd., 99-102 Bradford Street, Birmingham. Mid 1680

Williams Brothers & Piggott, Ltd.,

General Brassfounders and Window Fittings Manufacturers;

TRADE MARK. WB&C

Also Brass, Brass-Cased and Copper Tubes and Mouldings,
Herbert Road, Small Heath, Birmingham.
Vic. 156.

BRASSFOUNDERS.
(Cabinet & Builders'.)

George Hopkins & Co. 24, Bishop Street, Birmingham. Mid. 1318.

BRASSFOUNDERS (Naval and Railway).

Hodgetts Bros., Ltd., Helm Works, Cherrywood Road, Bordesley Green, Birmingham. Telephone Vic. 292.
Player & Mitchell, Ltd., Sentinel Works, Bordesley Green, Birmingham. Vic. 221.

BRASSFOUNDERS (SANITARY).

W. Markes & Co., Ltd., 33/35 Fleet Street, Birmingham. Cen. 4173.

BRASS AND METAL CASTERS.

Allcock & Co., 150-71 Hockley Hill, Birmingham. Cen. 6888.
Joseph Onions, Lombard Street, Birmingham. Mid. 1670.
George While, Ltd., 111-16 Livery Street, Birmingham. Cen. 2839.

BRASS AND COPPER TUBES.

Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birmingham. "Everitt," Birmingham also Plates, Sheets, and Rods.

BRIGHT STEEL BARS.

Bowkett Brothers, Nelson Street, Birmingham. Central 1452.

BRIGHT STEEL MANUFACTURERS.

Stonehouse Works Co. Spon Lane Mills, West Bromwich.

BRONZING.

H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.

BRUSH MANUFACTURERS.

Robert Chase & Son,
Established 1780.
Manufacturers of Household, Painting, Fancy and Machine Brushes.

R C & S

42/45 Upper Dean St., Birmingham.
Telegrams: "Chased," Bham.
Mid. 1870.

HINDES LIMITED.



New Patent Hair Brushes

"Matik" No. 8384/14. Hindes' Curlers.

BROMSGROVE STREET, BIRMINGHAM.
Telephone: Mid. 368.
Telegrams: "Hinderies." B'ham.

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R. Benson & Sons, Ltd., Fazeley Street, Birmingham. Cen. 5412.
Birmingham Royal Institution for Blind, Carpenter Road, Birmingham
W. T. Clark & Co., 72 Lozells Road, Birmingham. Northern 643.
Thomas Goode, Ltd., 24 Holloway Head, Birmingham. Mid. 1412
Lee & James, Ltd., Moseley Street, Birmingham. Mid. 1673.
C. H. Leng & Sons, Sherbourne Road, Balsall Heath, Birm. Mid. 2686.
A. Martin & Son, Wainwright Street, Aston, Birmingham. East 225.
Thomas Osborne & Sons, Hockley Hill, Birmingham. Cen. 6191.
John Stych & Co., Ltd., 188 Bromsgrove Street, Birm. Mid. 776.

BRUSHES (Polishing and Scratch).

E. Berry & Son, Arthur Place Summer Hill, Birmingham. Cen. 6386.

BUCKET MANUFACTURERS.

Chamberlain Bros., Ltd.,
Established 1845.
Manufacturers of
SEASIDE BUCKETS and IRON SPADES.
Also
Small Household Tin Goods.
ABBEY STREET, BIRMINGHAM.
Central 2788.

BUILDERS' MERCHANTS.

The Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Slates, Bricks, Lime, Cement, etc.
Derrington & Sons, 30 Dartmouth Street, Birmingham. Cen. 842.

BULLION DEALERS.

Edward Day, 27 & 28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co. Ltd., St. Paul's Square, Birmingham. Cen. 3102.
Johnson, Matthey & Co., Ltd., 71-73 Vittoria Street, Birm. Cen. 3552.
C. Westwood & Sons, Ltd., 14 Hall Street, Birmingham Cen. 2705. Telegrams, "Silsolder, Birmingham."

BUTTON MACHINERY.

Accles & Shelvoke, Ltd., Aston, Birm. High-class Machinery for non-metal Buttons. "Acvoke," Birm. East 277.

BUTTON MANUFACTURERS.

Buttons Limited.



Buttons in all varieties. Buckles, Hooks and Eyes. Military Ornaments and Metal Swallwaree, etc.
Portland Street, Birmingham.
East 822.

BUTTON MANUFACTURERS—*contd*

E. Bacon & Sons, River Street, Deritend, Birmingham. Cen. 919. Bone and Wood Buttons.
Broughton & Brook, 306 Farm St., Hockley, Birmingham. Northern 627.
James Grove & Sons, Ltd., Halesowen. Halesowen 7.
Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.
Jennens & Co., Ltd., 2 New Burlington Place, Regent St., London, W.1.

William Purkis,
Manufacturer of
WATER LILY SERIES OF LINEN BUTTONS.
Trade  Mark.
Water Lily (Registered).
37 & 39, Bradford Street, Birmingham.
Phone: Mid. 3101.
Telegrams: "Water Lily," B'ham.

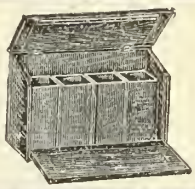
Smith & Wright, Ltd., Brearley St., Birmingham. Cen. 85.
W. H. Thomas & Sons (Birm.) Ltd., Ford St., Hockley, Birm. Cen. 164.

BUTTONS (Pearl).

R. H. Clarkson & Sons, Ltd., Crown Works, Potter Street, Birmingham.

CABINET CASE MANUFACTURER

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Cabinet Case Manufacturer,
Established 1869



Best Polished Wood Cases and Specialities for the Motor, Electrical, Scale, Engineering, and other Trades.



Crown Works, Rea Street, Digbeth, Birmingham.
Mid. 255.

CABLE COMMUNICATION.

The Eastern Telegraph Co., Ltd., Guildhall Buildings, Pinfold Street, Cen. 923 & 924. Cables to Australia,

CALCULATING TABLES & READY RECKONERS.

John Gibson, 63 Coleman Street, London, E.C.2.

CANE, RATTAN AND WILLOW MERCHANTS.

John J. Plater & Sons, 261-4 Bradford Street, Birmingham. Mid. 569.

CAPSTAN LATHES.

Brown & Ward, Ltd., 27 Gt. Hampton Street, Birmingham. Cen. 3831.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen. 2110.
R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.
Charles Taylor (Birm.), Ltd., Bartholomew St., Birm. Cen. 6373.
H. W. Ward & Co., Ltd., Lionel Street, Birmingham. Cen. 7460.

CAPSTAN TURNED WORK.

Abis & Co., Aston Road, Birmingham. Tel.: Cen. 286.
Bent & Parker, Ltd., Pemberton Street Works, Birm. Cen. 66.
Birmingham Products Co., Ltd., 36, Ludgate Hill, B'ham. Cen. 3334-5-6.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.
T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
T. C. Enstone & Co. (Successors), Ltd., Evelyn Road, Greet, Birmingham. 'Phone, Victoria 370.
Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead." Birm. North 13.
Illston & Robson, Herbert Road, Birmingham. Vic. 180.
The Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17

CARBURETTORS.

Brown & Barlow, Ltd., Westwood Rd., Witton, Birmingham. East 301.
Cox Atmos Carburettors, Ltd., Lower Essex Street, Birmingham. Mid. 2012-3. "Atcarbco," Birmingham.

CARDBOARD BOXES.

Thomas Bishop & Son, Deritend Paper Box Works, Birmingham. Mid. 360. Boxes for all trades.
T. Boston & Co., 149-151 Granville St., Birmingham. Mid. 1475.
J. B. Dyson & Son, Ltd., 10, Freeman Street, Birm. Cen. 6290.
M. H. Gething, 6 Oozells Street, Birmingham. Mid. 1133.
J. W. Gill & Sons, Loveday Street, Birmingham. Cen. 5973.
E. Lakins & Co., Darwin Street, Birm. Mid. 2096.
O. C. Langford, 17-20, Cardigan Street, and Penn St., Birm. Cen. 1196
Terry & Terry, Ltd., 90-92 Leopold Street, Birmingham. Mid. 14.

CARDBOARD MAKERS.

Bartons (Birmingham) Ltd., Finch Road, Handsworth, Birm. Nor. 636

CARPATHIAN SILVER WAITERS.

Samuel Groves & Co., Ltd., Musgrave Road, Soho, Birm. Cen. 220.

CARRIAGE BUILDERS.

John Buckingham, Ltd., 332 Bradford Street, Birmingham. Mid. 1211.

CARRIAGE LAMPS.

J. Neale & Sons, Ltd., 68-9 Graham Street, Birmingham. Cen. 1508.
Wyncott & Son, Ltd., Great Colmore St., B'ham. Mid. 910. Telegraphic Address "Wyncott," Birmingham.

CARRIAGE LAMP GLASSES.

W. L. Ward & Co., 163 Bishop Street, Birmingham.

CARRIERS.

Midland Red Commercial Motor Service 547 Bearwood Road, Birm. Mid. 2577. Carriers of Parcels and Goods to all parts of the Black Country, and places on the Motor Omnibus Routes.

CASE HARDENING COMPOSITION MANUFACTURERS.

John Else & Son, Ltd., Small Heath Birmingham. Estab. 1860. Vic. 11.

CASH AND DEED BOXES.

F. C. Booth & Co., Ltd., Ocean Works, Camden Street, Birm. Cen. 565.
Dunn & Taylor, Burbury Street, Birmingham. Cen. 3720.
Walker & Loach, Erskine Street, Birmingham. East 326

CASTORS (Brass and Iren).

Acme Ball Castor Co., 87 Snow Hill, Birm. Cen. 3266. Anti-Friction Ball Bearing, Patented, Reg. No. 50121. Manufacturers of "Acme" Specialities.

CASTORS (Brass & Iron)—*cont.*

Henry Moore, Ltd., Star Works, Rupert Street, Birmingham. East 168. All kinds of Castors.

ZENITH CASTOR Co., Ltd.,
Rayo Works, Aston Lane, Aston.
East 832.



Patentees and Sole Manufacturers of The Unbreakable ZENITH ALL STEEL GRIP NECK CASTORS.
Screw Castors also made in Steel, Iron & Brass. Samples & price lists upon application.
Export: **HENRY CAMPBELL,**
58, Basinghall Street, London, E.C.2.

CASTING SAND.

John Williams (Birmingham Sand), Ltd.
Foundry Sand for Casting all metals.
STEEL MOULDERS' SAND
Our Speciality:—Silica Sands (high Silica Content with natural bond) at half the cost of Belgium Sands.
Analysis—Sieve and fusing test on application.
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Telegrams: Williams, Birmingham. Central 3345.
Telephone: Central 3345.

CELLULOID MANUFACTURERS.

Greenhill & Sons, Ltd., 8 Water Lane, Ludgate Hill, London, E.C.4. 'Phone Central 1306.

CEMENT MANUFACTURERS.

Greaves, Bull & Lakin, Ltd., Worcester Wharf, Bridge St., Birmingham. Mid. 274
Kaye & Co., Ltd., Kingston Wharf King Edward's Rd., Birm. Cen. 2830.

CHAINS (Jack).

C. & S. B. Pumphrey, 214 Herbert Rd., Small Heath, Birm. Mattress, Cistern, Bye-Pass Chains. Vic. 199.

CHAIR SPRINGS.

William Sturcke, 38 Kingsland Rd., London, E.C.2. Export, Henry Campbell, 58, Basinghall Street London, E.C.2.

CHEMICAL MANUFACTURERS.

Chance & Hunt, Ltd., Oldbury, near Birmingham.
R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

CHEMISTS (CONSULTING AND METALLURGICAL).

Alex. E. Tucker, F.I.C., 59 Cambridge Street, Birmingham. Cen. 6352. Telegrams, "Oxide," Birmingham. Official Analyst to the London Metal Exchange.

CHOCOLATE MANUFACTURERS.

Cadbury Bros., Ltd., Bournville, Birmingham.

Kunzle
CHOCOLATE MANUFACTURER.
Head Office and Factory,
FIVE WAYS, BIRMINGHAM.
Telephone: Mid. 1222.
Telegrams: Kunzle, Birmingham.

CHUCKS.

Charles Taylor (Birm.) Ltd., Bartholomew Street, Birm. Cen. 6373.

CIGARETTE CASE MANUFRS.

Buncher & Haseler, Ltd., "Buharo" Cigarette Cases, Birmingham.
S. J. Levi & Co., Ltd., Squirrel Works, Regent Place, Birm. Cen. 569.

CLOCK MANUFACTURERS

Swinden & Sons (Proprietor: W. A Perry), 27-29 Temple Street, Birm

CLOTHING MANUFACTURERS.

Grainger & Smith, Ltd., Carr's Lane, Birm. Cen. 827. Wholesale.

COACH AND MOTOR BODY FITTINGS.

Hemming Bros., 288 Highgate Road, Sparkbrook, Birmingham.

COAL AND COKE MERCHANTS.

Caswell & Bowden, Ltd., Newton Chambers, Cannon Street, Birm. Cen. 1044. "Target," B'ham.

COAL AND COKE CONTRACTORS.

W. H. Bowater, Ltd., Exchange Buildings, Birmingham. Midland 2620.
Coggins & Arthur, Ltd, 75 New Street, Birmingham. Cen. 3574.
Desmond Cooper, Chamber of Commerce Bldgs., New St. Mid. 1305.
Lunt Brothers, 75-77 Colmore Row, Birmingham. Cen. 7408.
S. W. B. Stephen & Co., Rolfe Street, Smethwick, Birm. Smethwick 254.

COFFIN FURNITURE.

Charles Hill & Co., Ltd., 31 Darwin Street, Birm. Mid 517
Gerden & Munro, 13, 14, 15, 16, Horse Fair, Birmingham. Mid. 1078.
Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.
Newman Bros., Fleet Street, Birmingham. Central 3403.
C. H. Parsons, Ltd., Britannia Works, Tyseley, Birmingham. Telegraphic Address: "Hectomar." Registered Trade Mark: "Britmac." A. G. 243.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

COFFINS.

Fox & Charles, 31-33 Bristol Street, Birmingham. Mid. 2068. Tel.: "Foxcharco," Birmingham.
Ingall, Parsons, Clive & & Co., Ltd Bradford Street, Birm. Mid. 423.

COLLAR STUDS.

C. H. Collins & Sons, Ltd., 47/8 Hockley Hill, Birm. Cen. 3915/6.
Henry Owen & Sons, Ltd., Caroline Street, Birmingham. Cen 2181.

COINING MACHINERY.

Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

COLD STORAGE.

W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 783.

COLOUR PRINTERS.

Jsnnsr & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham.

COMMERCIAL PHOTOGRAPHER.

Edgar T. Gething, 6 Oozells Street, Birmingham. Mid. 1133.

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Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

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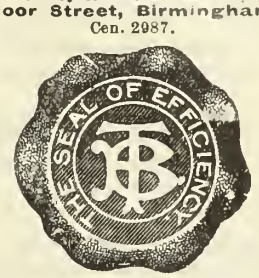


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Humphries & Dawes, Ltd., Hall Green Works, Birmingham "Humdaw," Birm. Shirley 48.
James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
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W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
Nsw Hudson, Ltd., Icknield Street, Birmingham. Cen. 6523.
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The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

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J. B. Brooks & Co., Ltd., Criterion Works. Birmingham. Cen. 2273.
Gough & Co., Ltd., 180 Park Road, Hockley. Birmingham. Cen. 3447.
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A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
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Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Tels.: "Renown," Birmingham.

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Lamps (Birmingham), Ltd., Belgrave Road, Birmingham. Mid. 1216.
Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingham. Cen. 2585.

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Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lowe & Co., Ltd., 55-57 New St., Aston, Birmingham. Northern 845.

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British Auto Machining Co., Ltd., 58/59, Bradford Street, Birmingham. Mid. 311. Cycle Pedals a speciality.
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T. D. Cross & Sons, Vesey Street, Birm. Cen. 1490. Specialities: Free Wheels, Bracket Cups, Hub Cogs, Magneto Cogs.
Charles Lindall & Son. Ltd., Parkfield Road, Saltley, Birm. East 867.
J. A. Phillips & Co. (1916). Ltd., Credenda Works. Bridge Street, Smethwick, Birm. Smethwick 234. Pedals, Handlebars, Brakes, etc.
E. A. Radnall & Co., Dartmouth Street. Birmingham. Cen. 897. Brakes, Accessories. Frames, etc.
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William Mills, Ltd., Atlas Works, Grove Street, Birmingham. "Wilmil," Birm. Smethwick 313-314.

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James Archdale & Co., Ltd., Ledsam Street, Birm. Mid. 2276.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen 2110.

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Armstrong, Stevens & Sons, Ltd., Whittall St., Birmingham. Cen. 6148.
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A. Harper, Sons & Bsan, Ltd., Drop Stampings and Pressings in all kinds of Metal, Rolfe Street, Smethwick. "Beanlon," Smethwick 317.
Hughes-Johnson Stampings, Ltd., Langley Green, Birm. "Engines," Langley, Worc. Oldbury 260-1-2.
Long Acre Stampings, Ltd., Long Acre, Aston, Birm. East 229.
Soho Drop Forgings Co., Ltd., Watt Street, Smethwick, Birm. S. 30.
Stampings Alliance Ltd., Argyle Street, Nechells, Birm. East 130.

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Edward Elwell, Ltd., The Forge, Wednesbury, Staffs. Tel. No. 52.
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Septimus Vaughan, Ltd., Henry Street, West Bromwich. Telephone 235.
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A. W. Wills & Son, Ltd, Park Mills, Nechells, Brmingham. East 117.

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Cranmer & Cheshire, Steward Street, Birmingham. Cen. 7503.

Forward Electric Co., Ltd., Fountain Works, Lennox Street, Birmingham. North 677.

Henderson & Walker, Ltd., Sydenham Works, Small Heath, Birm. "Bagatelle," Birm. Vic. 117.

John A. Harry Hunt, 233, Bradford Street, Birmingham. Mid. 1941.

Ingram & Kemp, 70/75 Icknield Sq, Birmingham. Edgbaston 933.

Charles Joyner & Co., Icknield Square, Birmingham. Edgbaston 513.

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Thomas Chatwin, Ltd., Gt. Tindal Street, Birm. Mid. 1790. Taps and Dies, Gauges, Reamers, etc.

Charles Churchill & Co., Ltd., Albert Street, Birm. Cen. 2117.

A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.

Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.

ENGINEERS' SMALL TOOLS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

ENGRAVERS.

Frank Baker & Sons, Ltd., 28-29 St. Paul's Square Birm. Cen. 2893.

ENGRAVERS—*continued.*

Ingall, Parsons, Clive & Co., Bradford Street, Birmingham. Mid. 423.
W. Mavitta, Anchor Works, Park Road, Aston, Birm. Mathematical Scales and Engine Dividing.
J. R. Pearson, 35-39 Cowper Street, Birmingham.

EXTRUDED METALS.

McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechule," Birmingham. Edg. 381 (4 lines).

EXTRUDED METAL RODS.

The Delta Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 5206.

EYELETS.

Bodill, Parker (1922), Ltd.,
Motor, Sail, Sacking, Equipment, Strap and Legging. Spur Teeth Gromets, Brass Thimbles, round or heart-shaped, &c., &c.

Trade  Mark.

Albion Works,
Gt. Hampton Row, Birmingham.
"Bodills," B'ham. Cen. 2260

Eyelets, Limited,
Manufacturers of
EYELETS FOR THE BOOT, CORSET AND STATIONERY TRADES,
Commercial Street, Birmingham.
Mid. 975.
Tel. Add.: "Eyelim," B'ham.

Fisk, Davey & Co., Ltd., Tower Road, Aston, Birmingham. East 170.
Herbert, Kershaw & Co., Ltd., Highgate Street, Birm. Mid. 511.
George Tucker Eyelet Co., Ltd., Jameson Road. Birmingham. East 241.

FANCY GOODS (LEATHER, Etc.).

Frank Bolwell, Holborn Chambers, Broad Street, Birm. Novelties in Leather Goods, Necklaces, &c.

FANCY LEATHER GOODS.

H. R. Aulton & Co., Warwick Works, Walsall. Walsall 352.
Eeles, Walker & Co., Ltd., The Crescent, Birm. Cen. 5324. Attaché and suit cases, travelling equipment. Vacuum Flask Carriers.
D. B. Harris & Son Ltd. 73-5, Newhall Street, Birm. Cen. 6276. Specialty: Ladies' Hand Bags and Purses.
Thos. Ickе & Son, Heath Leather Works, West Bromwich. W.Brom.63.
Edward Jones, 145-7 Camden Street, Birmingham. Cen. 2787.
Martins—Birmingham, Ltd., Granville Street. Birmingham.
Adolph Scott, Ltd., 24-6 Gt. Hampton Street, Birmingham. Cen. 702.
Richard Wheatley & Son, 90-96 Constitution Hill, Birm. Cen, 5774.

FELLMONGERS.

J. J. & H. Hossell, 96 Coventry St., Birm. Cen. 4186. Branches, Belmont Passage, Birm., and Laycrthorpe Bridge, York.

FELT MANUFACTURERS.

Cooper & Co (Birmingham), Ltd., Little King St., Birm. Cen. 2264.

FENDER MANUFACTURERS.

Addicott & Holland, 58-59 Staniforth Street, Birmingham. Cen. 1678.
Charles Hulton & Sons, Conyberc Works, Birmingham. Mid. 296.
Newey & Homer, London Fields Works, Dudley. Dudley 32.
R. Normansell, Exeter Street, Birm. Mid. 1754.
John Wright (Fenders), Ltd., Glover Street, Birmingham. Vic. 296.

FERRULES.

Thomas Johnson & Sons, Whitehouse Street, Aston, Birm. East 904. Small solid-drawn brass, steel.

FILES, RE-CUT.

Monks & Crane, Ltd., Stanhope St., Birmingham. Stock of New Files, Tools.

FILING SYSTEMS.

Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.

FIRE BRICKS.

Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Lumps, Tiles, Ganister
Bowen & Edwards, Northwood Street, Birm. Cen. 522. Fireclay, Ganister,
Gibbons (Dudley), Ltd., Dibdale Fireclay Works, near Dudley.
Harris & Pearson, Stourbridge. Brierley Hill 7. "Firoclay," Stourbridge.
King Bros., Ltd., Penn Street, Birm. Cen. 1109. Crucibles, Glass Pots.
Mobberley & Perry, Ltd., Stourbridge. 128, 129 Brierley Hill.

FIRE EXTINGUISHERS.

Darlaston Galvanized Hollow-ware Co. Ltd., Booth Street, Darlaston. 'Phone 10. Makers of the Patented "XLCR" Fire Extincteur.
Foamite Firefoam, Ltd., 65, South Molton Street, London, W.1. District Manager, A. F. Sargeant, 57, Bishopsgate Street, Birmingham.

FISH HOOK AND NEEDLE MANUFACTURERS.

Richard Hemming & Son, Forge Mills, Redditch. Redditch 10.
Thomas Hemming & Son. Ltd., Windsor Mills, Redditch. Redditch 125.
Arthur James, Excelsior Works Redditch.
John James & Sons, Ltd., Victoria Works, Redditch. Redditch 12.
The Redditch Manufacturing Co., Gresham Works, Redditch. Red. 150
H. Wilkes & Co., Ltd., Studley, near Redditch. Studley 8.

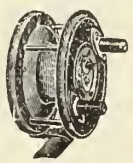
FISH HOOK AND TACKLE MANUFACTURERS.

S. Allcock & Co., Ltd., Standard Works Redditch. Redditch 1 and 2.
Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.
George Moore, Ltd., National Works, Redditch. Established 1805.

FISHING REEL MANUFACTURERS.

Reuben Heaton & Sons, Ltd., 38-40, New Street, Aston, Birmingham.

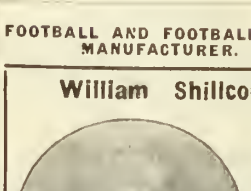
Smith & Wall, Limited,
Manufacturers of Fishing Reels, Rod Ferrules and Fittings, Gaff Hooks, Landing Rings, Nets and Tackle.



Whitehead Road, Aston, Birmingham.

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William Shillcock,



McGregor Football Boots and Footballs.

Newtown Row, Birmingham.
Tel. Add.: "Football, Birmingham." Telephone: Central 4416.

FORGINGS (IRON AND STEEL).

G. Cook, Regent Row, Birmingham. Cen. 678.

FOUNDRY PLANT MAKERS.

Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

FURNACES.

The Incandescent Heat Co., Ltd., British Mills, Cornwall Road, Smethwick, Birmingham. Coal, gas, and oil-fired, for all purposes.
C. F. Price & Co., Ruskin Chambers, 191 Corporation Street, Birmingham. Cen. 5997. Makers of Price's Patent Gaseous Furnaces. Guaranteed Smokeless.

GARDEN SYRINGES.

Thomas Hickin & Sons, 83 Buckingham Street, Birmingham.

GAS AND ELECTRIC LIGHT FITTINGS.

Beal, Greenwood & Co., Ltd., Hinckley Street, Birm. Mid. 78.
Thomas R. Carpenter, Ltd., 171/179 Bishop St., Birm. Mid. 1014.
Francis, Crisp & Co. Ltd., 195-7 Summer Lane, Birmingham. Cen. 6600.
Ingram & Kemp, 70-75, Icknield Square, Birmingham. Edgbaston 933.
Charles Joyner & Co., Icknield Square, Birmingham Edgbaston 513.
Rainsford & Lynes, Ltd., Emily Street, Birmingham. Mid. 1325.
Taylor Bros., Cooksey Rd., Small Heath. Birm. Vic. 95. "Chandelier," Birm,

GAS BURNERS.

Burners (1921), Ltd., Stoke Prior Mill, Bromsgrove. Phone: 118 Bromsgrove.

GAS ENGINEERS.

W. Parkinson & Co. (Incorporated in Parkinson and W. & B. Cowan. Ltd.), Bell Barn Rd., Birm. Mid. 2245. "Gasmeters," Birmingham.

GAS IRONS.

W. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. B. 64.
George Salter & Co., Ltd., West Bromwich. Telephone No. 216.

GAS METER MANUFACTURERS.

A. G. Sutherland, Ltd., Warwick Road, Greet, Birmingham. Vic. 368, 369

GAUGE GLASS MANUFACTURERS.

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 957.

GEAR CUTTERS.

The Moss Gear Co., Ltd., Thomas Street, Aston, Birm. East 306 & 307.
Alfred Wiseman, Ltd., 80-89 Glover Street, Birmingham. Vic. 560 & 561.

GEAR WHEELS.

John Tickle & Co. Ltd., Providence Works, West Bromwich. Tel. 335.

GLASS MANUFACTURERS.

A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410. Gas and Electric Light Globes.
Chance Bros. & Co., Ltd., Glass Works, Smethwick, Birm. Oldbury 106. Manufacturers of Glass for all kinds of Glazing; also Heat-resisting Glass Globes.

GLASS BEVELLERS AND SILVERERS.

Martin Dunn, High Street, West Bromwich. West Bromwich 451/2.
O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birm. Mid. 2300.
Samuel Krinks & Sons, Soho Pool, Hockley, Birmingham. Cen. 2857.
Wm. Pearce & E. Cutler, Ltd., Bridge Street, Broad Street, Birmingham. Mid. 2114. "Mirrors," Birm. Plate and Window Glass, Brilliant Cutting, Bending, Embossing, Lenses, Stained Glass and Lead Lights. All kinds of Framed Mirrors.

Parker & Osborn,
Glass Bevellers, Silverers and Benders. Lense Grinders.

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Cen. 6104 and 5579.

Joseph Price & Sons, Ltd., Fleet Street, Birmingham. Cen. 1530.

GLASS MERCHANTS.

Thos. Upton & Sons, 309 Broad Street, Birmingham. Mid. 1364.

GOLD BEATER.

Frank B. Hall, 140 Sherbourne Road. Balsall Heath, Birmingham.

GOLD PEN MANUFACTURERS.

W. L. Marrian, Ltd., 248, Barr Street, Birmingham. Cen. 7155. Gold Pens for Fountain Pens.

GOLD & SILVER REFINERS.

Edward Day, 27-28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.
Lees & Sanders, Warstone Smelting Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Works, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

GREASE MANUFACTURERS.

Joseph Batson & Co., Ltd., Tiptop, Staffs. Oil and Grease.

GRINDERS (MACHINE KNIVES AND FILES.)

F. & C. Reaney & Co., 62-64 Gooch Street, Birmingham.

GRINDING MACHINES.

R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-4.
John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd. 208, Corporation Street, Birmingham. Cen. 2110.

GUN AND RIFLE MANUFACTURERS

William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
G. E. Lewis & Sons, 32 and 33 Lower Loveday Street, Birmingham.

Holloway & Naughton, Ltd.,
Gun & Rifle Manufacturers.

Specialities:—
12 BORE SPORTING GUNS.
Hammer, Hammerless, Ejector, Side Locks, and Pigeon.
HIGH VELOCITY RIFLES.

Vesey Street Works, BIRMINGHAM.
Tel. Add.: "Industry."
Tel. No. Central 1645.

Midland Gun Co.,
BIRMINGHAM



'Phone Cen. 1254.
'Grams 'Rifles'

MANUFACTURERS OF
GUNS, RIFLES, REVOLVERS.

Chas. Osborne & Co., Ltd., Whittall Street, Birmingham. Cen. 1541.
Skimin & Wood, 52, Cliveland Street, Birmingham. Telegrams: "Nimiks."
Ward & Sons, 2 St. Mary's Row, Birmingham. Cen. 675.
Webley & Scott, Ltd., 86 Weaman Street Birmingham. Cen. 479.
Fredk. Williams, 32 and 33 Weaman Street, Birmingham. Cen. 1572.

HACK SAW FRAMES.

Stonehouse Works Co., Spon Lane Mills, West Bromwich.

HAIR PINS.

Kirby, Beard & Co., Ltd.,



Pins, Needles, Hairpins, Safety Pins, Needle Cases, Fish Hooks, Hat Pins, Glass Headed Pins.

Ravenhurst Works, Bradford Street, Birmingham.
Mid. 562.

HAIR PINS—*continued.*

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Manufacturers of every description and put up of Bronze and Black Hair Pins, Safety and Hinged Pins, Photo Frames, and General Smallware.



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185 Brearley Street, Birmingham.
Cen. 7123. Established 1865.

T. E. Linnett Startin, Lombard Works, 106-14 Emily Street, Birm. Mid. 1881. Also pins.

HAIR WAVERS.

T. E. Linnett Startin, Lombard Works, 106-14 Emily St., Birm. Mid. 1881

HAM AND BACON CURERS

Marsh & Baxter, Ltd., Brierley Hill, Staffs. Brierley Hill 121.
W. H. Smart & Co., Ltd., 5, 6 and 7, Wrentham Street, Birm. "Storage," Birm. Mid. 783.

HANDCUFFS.

Hiatt & Co., Ltd., Masshouse Lane, Birmingham. Cen. 3365. Also Police Accoutrements in general.

HEARTH FURNITURE.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

HEATING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, "Fahrenheit," Birmingham. Vic. 463.

HEATING AND VENTILATING ENGINEERS.

Froggatt & Prior, 232 Broad Street, Birmingham. Mid. 15.
Taylor & Peck, 72, Cambridge Street, Birmingham. Cen. 6066.

HINGE MANUFACTURERS.

Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Hinges in Iron, Steel & Machine made, Brass.
Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341. Brass.
Harrison & Co., Bradford Street, Birmingham. Mid. 675.

HOLLOW-WARE.

Froggatt & Tyler, Ltd.,
Hollow-ware, Tinned, Galvanized, and Japanned Goods.



Crown Tin & Japan Works, Bilston.
Bilston 47.

Darlaston Galvanized Hollow-ware Co., Ltd., Booth St., Darlaston. 'Phone 10.

HOLLOW-WARE—*continued.*

Edward Hill (Successors to Hill Bros & Sutton) Regina Works, Lye, Stourbridge. Lye 1.

Francis Hill, Belmont Works, Birm. Cen. 1037. Wrought-iron hollow-ware.

N. C. Joseph, St. Eliol Works, Stratford-on-Avon. Manufacturers (in Aluminium only) of Stewpans, Saucepans Frypans, and Porringers, also Seamless Kettles, Teapots, etc.

Ludlow Bros. (1913), Ltd., Palmer Street, Birmingham. Vic. 303

Rhodes & Cartwright, Cradley Heath. Buckets, Baths, etc.

Joseph Sankey & Sons, Ltd.,
Bilston, Staffordshire.
Bilston 115.
Tinned and Enamelled Saucepans, Stewpans, Kettles, Frying Pans.

NEPTUNE  BRAND.

Sargeant Turner & Sons. Ltd., Imperial Works, Lye, Stourbridge.

The Sheet Ironworkers, Ltd., Phœnix Works, Cradley, Staffs.

HOLLOWWARE (CAST).

Joseph & Jesse Siddons, Ltd., Hill Top, West Bromwich

HOLLOWWARE (ENAMELLED, ETC.)

John Stevens, Ltd., Brierley Hill, Staffordshire. Lye 26.

HORSE CLIPPING MACHINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks, Aima St., Birm.

HYDRAULIC ENGINEERS.

Hollings & Guest, Ltd., Thimble Mill Lane, Birmingham. East 490.

HYDRAULIC LEATHER MANUFRS.

A. Collins, Rea Street South, Birmingham. Mid. 2387.

Edward Weaver, 221 Broad Street, Birmingham. Mid. 936.

HOSPITAL BEDSTEADS.

Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

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Manufacturers of
SPRING BEDSTEADS.



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The Damard Lacquer Co., Ltd., Sole Selling Agents; Pinchin, Johnson & Co., Ltd., Minerva House, Bevis Marks, London, E.C.3. Avenue 910

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VULCANISED FIBRE, VULCANITE EBONITE, INDIA RUBBER for all mechanical purposes, EBONOSTOS INSULATORS.

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Cent. 5832.

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Henry L. Riseley & Sons,
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C. Medlicott Harrison, Ltd., 45 Newhall Street, Birm. Cen. 116.

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National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.

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Charles Sharrock & Co., 95-98 Exchange Buildings. Mid. 1202.

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Thomas McKenzie, Bath Passage, Birmingham. Mid. 836.

IRON AND STEEL MERCHANTS.

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Nightingale & Brinton, 3 New Street, Birmingham. Cen. 2966.

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J. & C. Swanne, Ltd., Head Office 36 Paradise Street, Birmingham. Speciality: Bright Drawn and Cold Rolled Steel for all purposes.

Uren, Rogers & Co., Ltd., Smithfield Street, Birmingham. Mid. 299.

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F. H. Warden, Ltd., Lionel Street, Birmingham. Cen. 692.

IRONFOUNDERS.

Beehive Foundry, (S. Smith & Sons, Ltd.), Smethwick. Smeth. 56.

British Mills Foundry, Cornwall Road, Smethwick, Birmingham.

Carnon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.

John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.

Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Herculee," Birm

Wm. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. Brom 64.

J. C. Dalman & Sons, River Street Birmingham. Cen. 4006.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

IRONFOUNDERS—*(continued)*

Hassall & Singleton, Ltd., Freeman Street, Birmingham. Cen. 3214.

R. J. Hunt & Son, Berkley Street, Birmingham. Mid. 720.

Newby & Son, Phœnix Foundry, West Bromwich. Small Soft Grey Iron Castings.

Preston & Bishop, Ltd., Clement Street Parade, Birm. Cen. 1218.

George Salter & Co., Ltd., West Bromwich. Telephone No. 216.

Smith, Bingley & Evans, Ltd., Aston Road North, Birmingham. East 222, "Trio," Birmingham.

Vowles, Bros., Ltd., Hall End Foundry, West Bromwich. Tel. No. 302.

T. J. Wallord, Charles Henry Street, Birmingham. Mid. 722.

Alfred Wiseman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

IRON PLATE WORKERS.

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The Granville Tin Plate Co., Sheepcote Street, Birmingham. Mid. 1681.

JACKS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks., Alma St., Birm.

JAPANNERS.

Cox & Co., 92 Cox Street West, Balsall Heath, Birmingham. Mid. 17.

Devonia Colouring Co., 131-133 Angelina Street, Birm. Mid. 1819.

E. H. Prince, 216 Moseley Street, Birmingham. Tel. Mid. 1363.

JEWEL CASE MANUFACTURERS.

F. Brueton & Son, Ltd., 28-30 Nursery Rd., Hockley, Birm. Safety Razor Cases, Jewellery Cases, Stock Ring Cases, Manicure Cases. Northern 478.

Pickering & Mayell, Ltd., 42 Caroline Street, Birmingham. Cen. 2684.

JEWELLERS AND GOLDSMITHS.

S. Blanckensee & Son, Ltd., 14-15 Frederick Street, Birm. "Bee," Birmingham. Cen. 4194 P.B. Ex.

W. H. Collins & Co., Excelda Works, Rookery Road, Handsworth. Birmingham. North 723. Makers of 9ct. Gold Brooches, Earrings, Pendants, Lockets, etc.

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Arthur Hands, 8 Vyse Street, Birm. Cen. 6706. "Resource," Birm.

Hemming & Hazlewood, 60 Spencer Street, Birmingham. Cen. 2981.

Hollis & Newman, 62 Tenby Street, Birmingham. Cen. 2930.

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N. C. Reading & Co., 33-5 Hall Street, Birmingham. Cen. 2116. Rolled Gold and Silver Chains.

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W. H. Small & Sons, 17, Pitsford Street, Birmingham. Cen. 2906.

W. G. Sothers, Ltd., 111-113 Spencer Street, Birm. Cen. 6245.

Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.

JEWELLERS & GOLDSMITHS *contd.*

Wright & Hadgkiss, Ltd., 9 Vyse Street, Birm. "Ringleader." Cen. 2902. Speciality. Gem Rings.

J. H. Wynn, 42-6 Hylton Street, Birm. Cen. 1024

JEWELLERS & SILVERSMITHS.

J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.

JEWELLERS (GILT).

F. Boneham & Co., 45, Harford Street, Birmingham. Cen. 6367.

G. Edmonds, Ltd., Soho Hill, Birm. Northern 129.

George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.

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William Mackenzie, 237-8, Icknield Street, Birmingham.

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T. Winkles, 29-33, Vittoria Street, Birmingham Cen. 2687.

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Smith & Ewen, Ltd., 42 Frederick St., Birm. Cen. 2725. Telgms.: "Bracelets."

JEWELLERS' MATERIALS.

S. Kohn, 38 Frederick Street, Birmingham. Cen. 2875.

JEWELLERS' SUNDRIES.

John Warrillow, Ltd., 64 Great Hampton Street, Birm. Cen. 3044.

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M. H. Gething, 6 Oozells Street Birmingham. Mid. 1133.

Pickering & Mayell, Ltd., 42 Caroline Street, Birmingham. Cen. 2684.

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Criterion Plates, Papers & Films, Ltd., Criterion Works, Stetchford. Telephone: Stechford 7. Telegrams: "Criterion," Stechford.

KITCHEN FIRE-GRATES FOR COOKING AND HEATING.

Horrell & Bowman, 508 Moseley Road, Birmingham. South 166.

LACQUER MANUFACTURERS.

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A. Lambley & Sons,
Hot and Cold Lacquers of all kinds.



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J. Neale & Sons, Ltd., 68-9 Graham Street, Birmingham. Cen. 1508.

A. W. Sanderson & Co., 114-18 Barford Street, Birm. Mid. 1933.

Sherwood, Linley, Ltd., Eliot Street, Nechells, Birm. East 467.

Worton & Co., Advance Lamp Works, Stratford Street, Camp Hill, Birm. No. 2518. Patterns for the Eastern markets a speciality.

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Stock, Sons & Taylor Ltd., Gas Street, Birmingham. Mid. 1603.

LEAD ROOFING WASHERS

W. H. Moore & Sons, Upper Trinity Street, Bordesley, Birm. Vic. 61.

LEATHER FACTORS.

William Cowper & Sons, Hinckley Street, Birmingham. Mid. 594.

W. G. Eaton, 53 Constitution Hill and Bull Street, Birm. Cen. 6200.

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J. B. Brooks & Co., Ltd., Gt. Charles Street, Birmingham. Cen 2273.

Frank J. Hall, 27 Charlotte Street, St Paul's, Birmingham Cen. 5855.

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The Leatheries, Ltd., Sampson Road, North, Birmingham. Vic. 216.
Martins—Birmingham, Limited, Granville Street, Birmingham.
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C. W. Cheney, Factory Road, Soho, Birmingham. Northern 486.
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Lingham Bros. & S. Thomas, 131 Gt. Hampton Street, Birm. Cen. 5549.
C. J. Thursfield & Co. (Locks), Ltd., Chadsmoor, Cannock. Cabinet and Safe Locks. Cannock 68.
Thomas Tuckley, Forward Works, Lane Head, nr. Wolverhampton. Export, Henry Campbell, 58, Basinghall Street, London, E.C.2.
Walsall Locks and Cart Gear, Ltd., Neale Street, Walsall. Walsall 66.

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Charles Taylor (Birm.), Ltd., Bartholomew Street, Birm. Cen. 6373.
J. M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.
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A. E. Ward & Co., Livery Street, Birmingham. Cen. 5455.
H. W. Ward & Co., Ltd., Dale Road, Selly Oak, Birmingham.

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E.I.C. Magnetos, Ltd., Sampson Road North, Birmingham. Vic. 211.
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Barton & Sons, Ltd., Beehive Foundry, Walsall. Walsall 81.
British Mills Foundry, Cornwall Road, Smethwick, Birmingham.
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Altendorf & Wright, Vesey Street, Birmingham. Cen. 1076.
Ad. Arbenz, Ludgate Hill, Birm. Cen. 7164. Hardware and general.
C. B. Engels, 45 Irving Street, Birmingham. Mid. 1454. Address for Cables and Telegrams, "Achilles."
Goodwin & Co., 107-8 Lionel Street, Birmingham. Cen. 3983. British Dominions, Europe and Far East

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Marks & Cohn, Eastern Works, Camden St. "Marksmen," Birm.
Harry Merry & Co., 10 St. Mary's Row, Birmingham.
Radmore & Co., 11 Broad Street, Birmingham. Cen. 7480 & 5964.
B. & S. H. Thompson, Ltd., 155 Great Charles Street, Birm. Cen. 1119.

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J. Edwin Wall & Son, 29 Newhall Hil Birmingham. Cen. 6505.
James Williams, 160 Newhall Street Birmingham.

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John Cox & Son, Hick Street, Birm. Mid. 792. Casters in Brass, Gun Metal, Phosphor Bronze, Manganese Bronze, etc.
Robt. Rigby, Premier Foundry, Lupin Street, Birmingham. East 801.

METAL MANUFACTURERS.

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Elliotts Metal Co., Ltd., Selly Oak. Birm. Selly Oak 53.
Extruded Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 3206.
Hall Street Metal Rolling Co., Ltd., Western Road, Birm. Cen. 2222.
Geo. Johnson & Co. (Birm.), Ltd., Montgomery St., Birm. Vic. 42.
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Extruded Metal Co. Ltd., Dartmouth Street, Birm. Cen. 3206.

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A. J. Croft & Co., Ltd., Holly Lane, Perry Barr, Birm. East 237. Telegrams: "Chilrod," Birmingham.
H. H. & F. W. Parsons, 93-115 Charles Henry St., Birm. Mid. 403.

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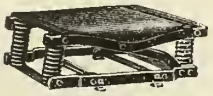
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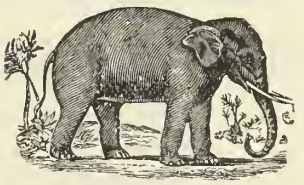
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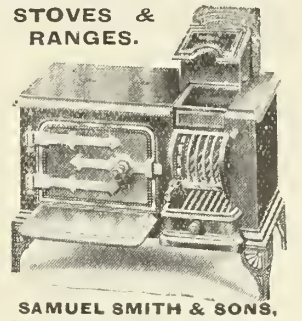
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The Heath Spring & Notion Co., Ltd., Headless Cross, Redditch.

SAFETY RAZORS.

Bent & Parker, Ltd., Pemberton Street Works, Birm. Cen. 66.

Thomas Hill, Hampton Street, Birmingham. Cen. 3053.

Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.

W. J. Myatt & Co., Ltd., Argent Worke, Graham St., Birm. Cen. 3646.

SALT.

The Salt Union, Ltd., Stoke Prior Salt Works, near Bromsgrove, Worcestershire. "Saltcellar," Droitwich.

SAND BLAST MACHINERY.

R. J. Richardson & Sons, LTD.
Sand Blast Machinery for Cleaning all kinds of Castings, Decorating and Obscuring Glass, Jewellers' Work, etc. All kinds of Sand Blasting done for the Trade. Samples free.
Commercial Street, Birmingham
Mid. 975.
Tel. Add.: "Sandblast," Birm.

SANITARY SEAT MANUFACTURERS.

Scotswood Ltd., Lime Grove, Moseley Road, Birmingham. South 610.

SAUSAGE AND PIE MANUFACTURERS.

Palethorpes, Ltd., Dudley Port, Staffs. Tipton 101.

SAUSAGE MACHINE MAKERS.

John Gardner & Son, Smithfield Works, Bradford St., Birmingham. Mid.577

SAW MANUFACTURERS AND SAW MILL ENGINEERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birm. Cen. 4014.

Atkin & Sons, Ltd., Rea Street South, Birmingham. Mid. 480.

SEA SIDE BUCKETS.

SEA SIDE BUCKETS.
JAPANNED AND GALVANISED CHEAP COAL HODS, ASHPANS, Etc.
PICKBURN & CO.,
A.B.C. Works, Northumberland St., Vauxhall, Birmingham.
Telephone: Central 2665. Telegrams: "Picknella," B'ham.
ESTABLISHED 1878.

SCALES AND WEIGHING MACHINES.

W. & T. Avery Ltd., Soho Foundry, Birmingham. Smethwick 300.

C. W. Brecknell, 82 Jamaica Row, Birmingham.

Day & Millward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.

G. & B. Morvan, Ltd., 33-34 Cardigan Street, Birmingham Cen. 3596.

P. Rogers & Loach, Ltd., 48, Green Street, Deritend, Birmingham.

George Salter & Co., West Bromwich. Telephone West Bromwich 216.

SCRAP FROM NON-FERREOUS METALS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SCREW MANUFACTURERS.

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.

Birmingham Products Co., Ltd., 86, Ludgate Hill, Birm. Cen. 3334-5-6

Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5699

Burton, Dellngpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.

Butler & Spragg, Ltd., Cambridge Street, Birmingham. Cen. 1927.

Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.

Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.

Thomas Eaves, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.

Guest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham

Hawkins & Co., Ltd., 329 Cheapside, Birmingham. Mid. 824.

Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.

Ilston & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.

London Screw Co., Unicorn Worke. Smethwick. Smethwick 47.

H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.

Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2986-7.

Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.

A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.

Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

SCREW CAPS IN TIN AND ALUMINIUM.

A. S. Cartwright, Ltd., West Heath Works, Northfield. Birmingham.

SCREWED STOPPERS.

Dudley & Lowe, 46-48 Homer Street, Balsall Heath, Birmingham.

Fawcett & Fitzgerald, Steward Street, Spring Hill, Birmingham.

SCREWING MACHINES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

Charles Winn & Co., Ltd., Granville Street, Birm. Mid. 366 and 1209.

SEALING WAX MANUFACTURERS.

J. F. Craddock & Co., Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

SHAPING MACHINES.

Brown & Ward, Ltd., 27, Gt. Hampton Street, Birmingham. Cen 3831.

SHAVING SETS AND MIRRORS (NICKEL PLATED).

O. C. Hawkes, Ltd., Bromsgrove Street, Birmingham. Mid. 2300.

SHEEP SHEARING MACHINES.

The Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma Street, Birmingham.

SHEET METAL PRESSINGS.

Knapp & Thornton, Ltd., 194-195 Aston Road, Birmingham. Cen. 5662

SHEET METAL WORKING MACHINERY.

E. W. Bliss Co., Ocean House, Navigation Street, Birmingham. Mid. 2929.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

SHEET METAL WORKERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 499.

W. T. French & Son, Ladywood, Birmingham. Edg. 364.

Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681.

Midland Tank & Iron Plate Co., 243 Heneage Street, Birm. Cen. 298.

Radmill Lamps Ltd., 29-33, Morville St., Birmingham, Mid. 1732. Telegraphic Address, "Autolight," Birmingham.

G. H. Walker & Co., 87 Cheapside, Birmingham.

SHIP LAMP MANUFACTURERS.

Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

SHIP LOGS.

T. Walker & Son, Ltd., 58 Oxford St., Birm. "Shiplog," Birm. Cen. 75.

SHIPPING AGENTS.

Davies, Turner & Co., Ltd., 12 Cherry Street, Birmingham. Cen. 4125.

W. H. Hayward & Son, 36 Union Passage, Birmingham. The oldest Shipping House. Estab. 55 years. Freight, Insurance, and Passage Brokers, L. & N.W.R. Ticket Agents. Cheapest freights by all lines and services. Lowest Marine and General Insurances. Official Passenger Agents of all Steamship etc., Companies, to all parts of the world. "Hayward." Birmingham. Tel.: Cen. 642

J. Johnson & Co., Ltd., 32, Paradise Street, Birm. Mid. 2956. Through rates quoted to all parts. Passengers booked.

Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028.

Charles Sharrock & Co., 95-98 Exchange Buildings, Birm. Mid. 1202.

C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.

Stockwell & Co., Ltd., 272 Corporation Street, Birm. Cen. 6128.

John Sutcliffe & Son,
CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1862.
Freights, Chartering, Coal Insurance, Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
"Cliffson, Birmingham." Tel. Central 4289 and 5986.
Also at Grimsby, London, Liverpool, Bradford, Manchester, and Glasgow.
Direct Agencies in France, Holland, U.S.A., Canada, etc.
Mr. M. G. Cooke, Birmingham, District Manager.

H. Spencer Yates, 46 Guildhall Bldgs., Birmingham. Mid. 1969.

SHIPPING (Insurance).

National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.

Morison, Pollexfen & Blair, Ltd., 6 Victoria Sq., Birm. Cen. 1028.

SHIPPING TACKLE MANUFACTRS.

Bembridge & Jenkins, Ltd., Moland Street, Birm. Cen. 3715.

SHIPS' BERTH MANUFACTURERS.

Whitfields Bedsteads, Ltd., 109-125 Watery Lane, Bordesley, Birm.

SHIPS BLOCKS & FITTINGS.

Ansell, Jones & Co., Ltd., Kensington Street, Birmingham. North 77.

SHOP FITTERS AND SHOP FRONT BUILDERS.

A. Edmonds & Co., Ltd., Constitution Hill, Birmingham, and London. Specialities: Wood and Metal Shop Fronts, Showcases, Quik-Fittings, Quik-fold Desks, Signs and Sundries. 'Phone, Cen. 1700/1701. Wire, "Quikserve," Birmingham.

A. J. Gupwell, Ltd., Clyde Works, Park Street, Birmingham. Cen. 1917. Wire: "Gupwell," Birmingham.

Harris & Sheldon, Ltd., Stafford Street Birmingham. Cen. 6547.

SHOP FITTINGS MANUFACTURERS.

A. B. & G. G. Houghton, 42-3 Main St., Sparkbrook, Birm. Vic. 480.

SHOP FRONTS (Metal).

J. R. Pearson, 35-39 Cowper Street, Birmingham.

SHOWER ROSES.

Eicock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

SHROUD MANUFACTURERS.

Fox & Charles, 31-3 Bristol Street, Birmingham. Mid. 2068. Telegrams "Foxcharco," Birmingham.

Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

SIDE CAR CHASSIS MANUFRS.

A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.

SIDE CAR MANUFACTURERS.

A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.

Mead & Deakin, Rushey Lane, Tyseley, Birm. Acock's Green 92.

SILVERSMITHS.

William Adams, Ltd., 207-11 Barr St., Hockley, Birm. Cen. 7516.

S. Blanckensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.

R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine," Birm. Cen. 7189

H. Clifford Davis, Harford Street, Birm. Cen. 5293. Speciality:—High Class Silver Enamelware.

W. Devenport, Northwood Street, Birmingham. Cen. 5489.

Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.

Harrison & Hipwood, 6 Warstone Parade East, Birm. Cen. 6796.

J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.

Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.

W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.

Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.

Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.

William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.

SLATE (ENAMELLED AND PLAIN.

S. E Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.

Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.

SLATE MERCHANTS AND CONTRACTORS.

Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333

SMALL TOOLS.

Brooke Tool Mfg. Co., Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.

SMALLWARES (METAL)—*continued.*

J. Nicklin & Co., Ltd.

Safety Pins, Curtain Hooks.

REGISTERED SAJONIC TRADE MARK

Eyelets, Buttons, etc.

Metal Smallwares from Sheet Rod or Wire.

166 GREAT CHARLES STREET, BIRMINGHAM, ENG.

Cen. 1389.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

Tiptaft, Ltd., Holyhead Road, Birm. Northern 467.

SOAP MANUFACTURERS.

Toro Tablet Co., Ltd.,

Manufacturers of

Household and Toilet SOAPS.

OUR SPECIALITY

"TORO" WASHING TABLETS.

Toro Works, Watery Lane

BIRMINGHAM.

"Toro" B'ham. Tel. No. Vic. 289.

SOAPS, SOAP POWDERS, ETC.

Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.

SOLDER MANUFACTURERS.

Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.

A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.

Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.

SPARKING PLUGS.

Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.

The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.

SPECIAL MACHINED PARTS.

Ilston & Robson, Herbert Road, Birmingham. Vic. 180.

SPECIFICATION NON-FERROUS ALLOYS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. P.B.Ex. Mid. 281. Tel. Add. "Specific."

SPELTER, ZINC AND LEAD REFINERS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SPIRIT LEVELS (All Kinds).

J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."

SPOONS AND FORKS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.

William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bollvlan," Code, A.B.C. 5th Ed. Tel.: East 319.

Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.

Purcell Bros., 99/105 Hockley Street, Birmingham. Cen. 1382.

William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.

F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

SPRAYERS AND SPRAYING APPARATUS.

Midland Fan Co., Ltd., 212 Aston Road, Birm. Cen. 5463. For Paints, Enamels, Lacquers, etc.

SPRAYERS AND SPRAYING APPARATUS—*continued.*

Benton & Stone, Ltd.

Sprayers, Syringes, and Horticultural Brassfoundry

TRADE ENOTS MARK

Registered.

Enots Works,

Bracebridge St., Birmingham.

Cen. 7442.

The Four Oaks Spraying Machine Co.

Spraying, Limewashing & Disinfecting Machines of every description

REGISTERED TRADE MARK THE FOUR OAKS

Spraying Syringes, Spraying Pumps, Engines and Horticultural Brassfoundry.

FOUR OAKS WORKS, SUTTON COLDFIELD, B'HAM.

Four Oaks 5.

Stonehouse Works Co., Spon Lane, Mills, West Bromwich.

Testar & Swain, Florence Works, Pritchett Street, Birmingham.

SPRINGS.

The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.

Dart Spring & Safe Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,

HEADLESS CROSS, REDDITCH.

TRADE MARK. SEAL OF EXCELLENCE

Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.

Midland Spring Co., Ltd., 290-2 Summer Lane, Birm. Cen. 6628. Upholstery and General.

George Salter & Co., Ltd., West Bromwich. West Bromwich 216.



Herbert Terry & Sons, Ltd.

MANUFACTURERS of Springs, Presswork, Wirework, Cycle and Motor Cycle, and Motor Goods, and Popular Novelties. List free.

Novelty Works, Redditch, Eng.

Telphone: 61 Redditch. Est. 1855.

SPRINGS—*continued.*

Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125 Tel. "Springs."

Ward, Skelding & Co., Oldbury Road Smethwick Birmingham.

West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.

J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.

SPRING BALANCES.

George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

SPRING MATTRESSES.

Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.

SQUARES, GAUGES, STRAIGHT EDGES.

I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."

STAIR ROD MANUFACTURERS.

J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.

SPRINKLER TOPS.

The Brass Flask and Capsule Co., Ltd.

METAL CONTAINERS

of High Grade Workmanship and Finish.

Manufacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.

33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.

Tel. Add.: "Micrometer," Birm. Cen. 2.

STAMPERS AND PIERCERS.

Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen. 7442.

J. W. Evans & Sons, Ltd.,

Dieslnkers and Toolmakers, Stampers and Piercers for Jewellers and Silversmiths, Electro-plate and Art Metal Trades.

Regd. Trade Mark.

"STAMPURS" METAL



For Forces for Stamping Hollow-ware. (No Dross or Loss in Melting.)

Reliance Works, Albion Street, Birmingham.

W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.

George Brown & Co., 6 Berkley Street, Birmingham.

Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.

Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.,

Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.

Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen. 1046.

A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.

A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.

Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.

Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.

W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.

STAMPERS (Sheet Metal).

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



TRADE MARK.

All kinds of Electric Netting & Fencing Staples, Cut Tacks, Cut & Wire Gimp Pins. Electrn Brassed & Copperered Escutcheon, Panel Pins, Coopers & Tenter Hooks, Wire Nails, Rings.
Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.**
'Phone: London Wall 960.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1773 (3 lines).

STATIONERS' SUNDRIES.

M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Sutton & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Same Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Staniforth Street, Birmingham. Cen. 6137. Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11. Prince's Chambers, Corporation St., Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Shears, Corkscrews, Champagne Nippere. Cen. 5766.
C. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings. Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respirators, Ear Channels, Tubing Clips, etc.

SURGICAL APPLIANCES.

Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimpton & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Charford Mills, Birmingham.

TACKS (STEEL.)

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



Trade Mark.

Cut Tacks (fine and improved) Cut Gimp Pins Also Wire Nails, Clout Nails, Escutcheon & Panel Pins.
All kinds of Staples, &c.
Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.**
Phone: London Wall 960.

Frank Shaw & Co.,
LIMITED,



84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill. Birm.Cen.4328.

TAPER PINS.

Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

"FREMO"
TAPER PINS, COTTERS, ETC., ARE RELIABLE.
FREDK. MOUNTFORD,
Fremo Works. Old Cross St., BIRMINGHAM.
Telegrams: "Fremo," Birmingham. Phone: Central 6081.

TENNIS GUT STRINGS.

Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

TESTING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.
George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

TELEPHONE INSTALLATIONS.

The British Telephone Supply Co., 14-15 Snow Hill, Birm. Cen. 6392.

THIMBLES.

The Iles Thimble Works,



Highgate Street, Birmingham.
Mid. 437.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

TIME RECORDING AND COSTING MACHINES.

Gledhill-Brook Time Recorders, Ltd., 206, Corporation Street, Birmingham. Central 6554. Telegrams "Gledbrook."

TIME RECORDER MANUFACTURERS.

National Time Recorder Co., Ltd., Easy Row, Birmingham. Cen. 3655.

TIN AND COPPER-WARES.

Matthew J. Hart & Sons, Ltd., Gt. Barr St., Birm. Vic. 310.

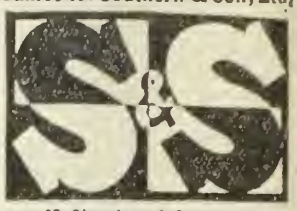
TIN BOX AND CAN MAKERS.

G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271.

TIMBER MERCHANTS AND IMPORTERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen 2529.
Scotswood Ltd., Lime Grove, Moseley Road, Birm. South 610.
George Shipway, Moseley Street, and Camp Hill, Birmingham.
Williams & Farmer, Worcester Wharf, Bridge St., Birm. Mid. 444.

James W. Southern & Son, Ltd.,



42 Chamber of Commerce Buildings, Birmingham.
Telephone: Mid. 667.
Head Office: Store Street Saw Mills, Manchester.
Timber for all purposes.

TIN HOLLOW-WARE.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

TINMEN'S MACHINES AND TOOLS.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

TIN AND IRON PLATE WORKERS.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.
H. J. Hookham & Sons, Ltd., Charles Henry Street. Birm. Mid. 275.
McCutchon & Co., Ltd., 49-55 Moseley Road, Birmingham. Mid. 1303.
Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birm. Vic. 195.
Randle & Smith, Rea Street South, Birmingham. Mid. 846.
G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271

TINNERS (SHEETS AND TUBES).

Richard Poolton & Sons, 80 Hurst St., Birmingham. Mid. 834.

TIN PLATE MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Henry J. Sayer, 24-28 Summer Row Birmingham. Cen. 233 & 1618.

TIN TOY MANUFACTURERS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
Wm. Hunt & Sons, 109 Gerrard St., Birmingham. Round and Oval Dies.
The Novelty Manufacturing Co. 240 Broad Street, Birmingham.

TOBACCO MANUFACTURERS.

James & Co. (Birmingham), Ltd., 45 New Street, Birm. Cen. 5670.

TOBACCO PIPES.

The Jackson Asbestos Manufacturing Co., Ltd., 27 Rea Street South, Birm. Jackson's Patent Asbestos Pipes, etc.

TOOL GRINDERS.

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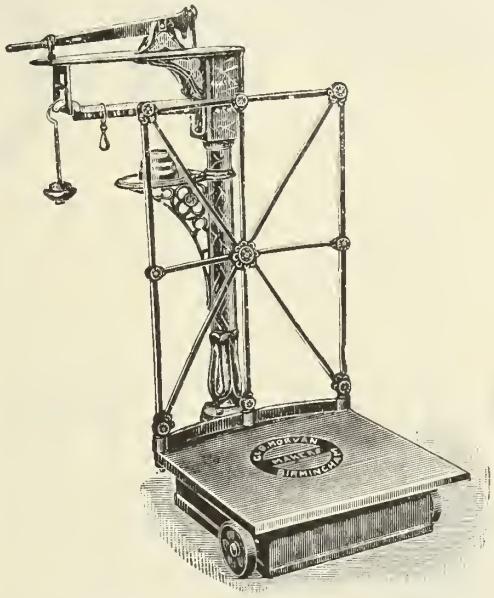
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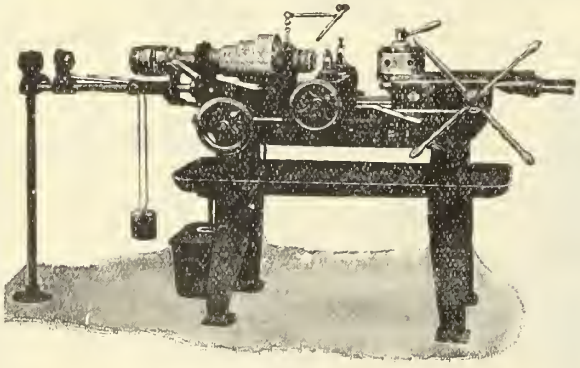


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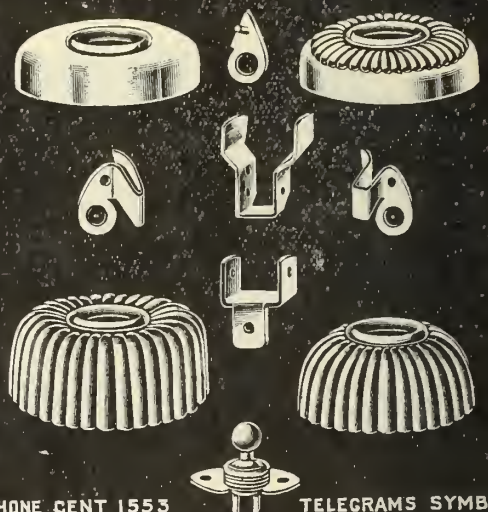


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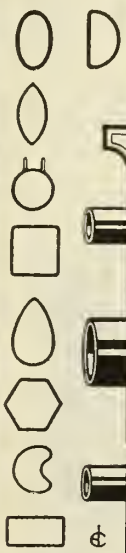
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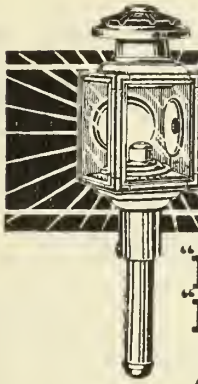
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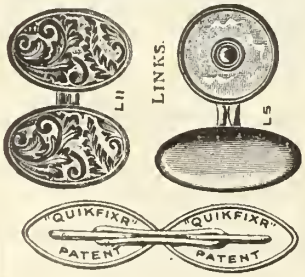


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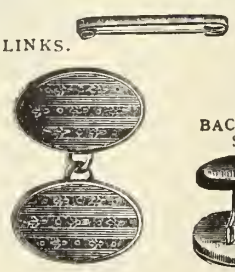
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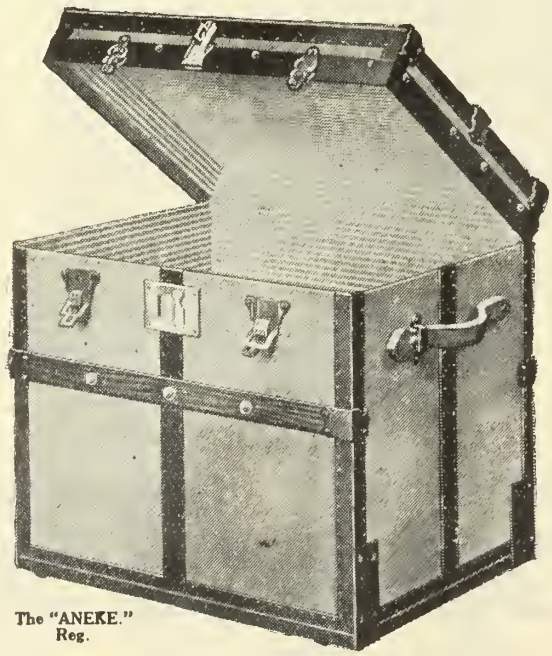
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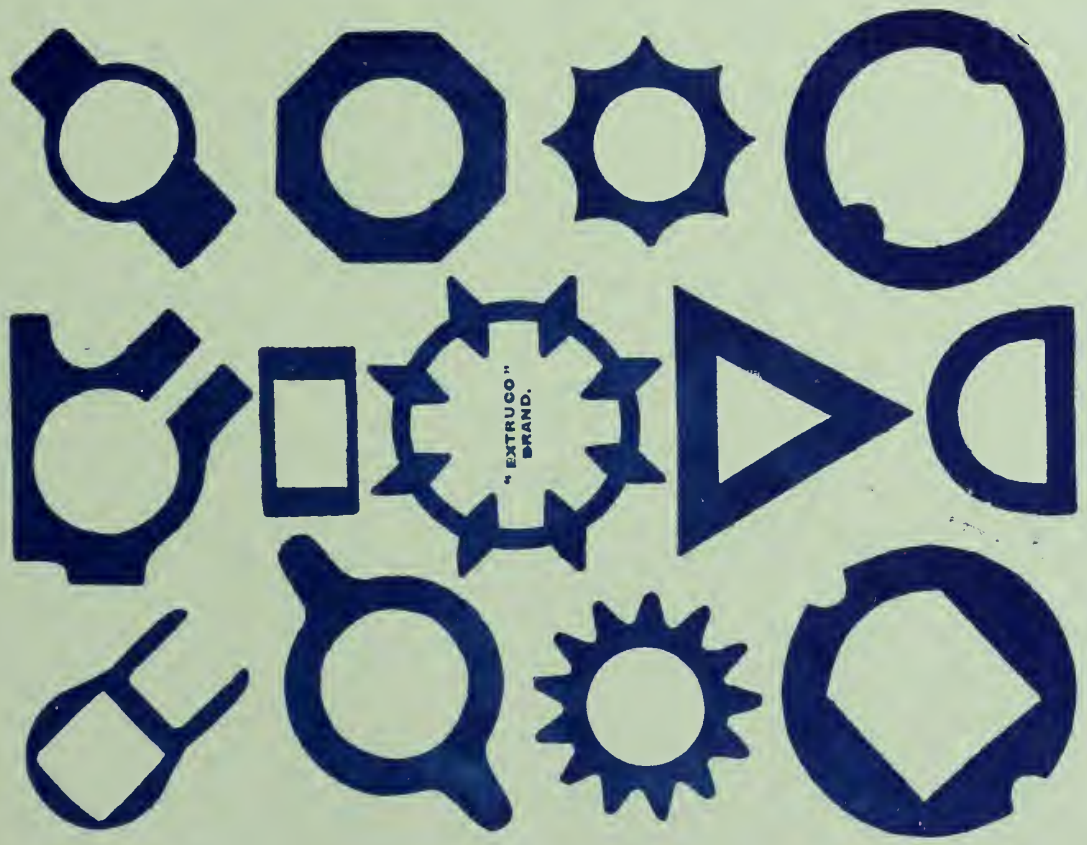
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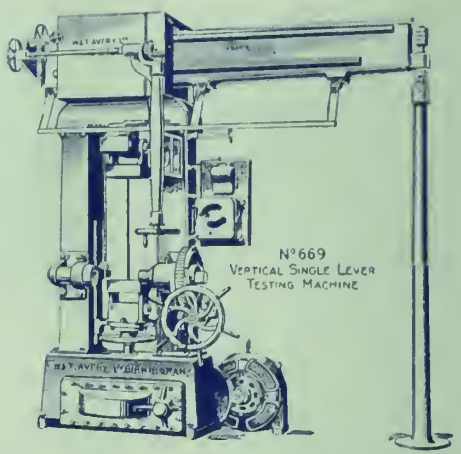
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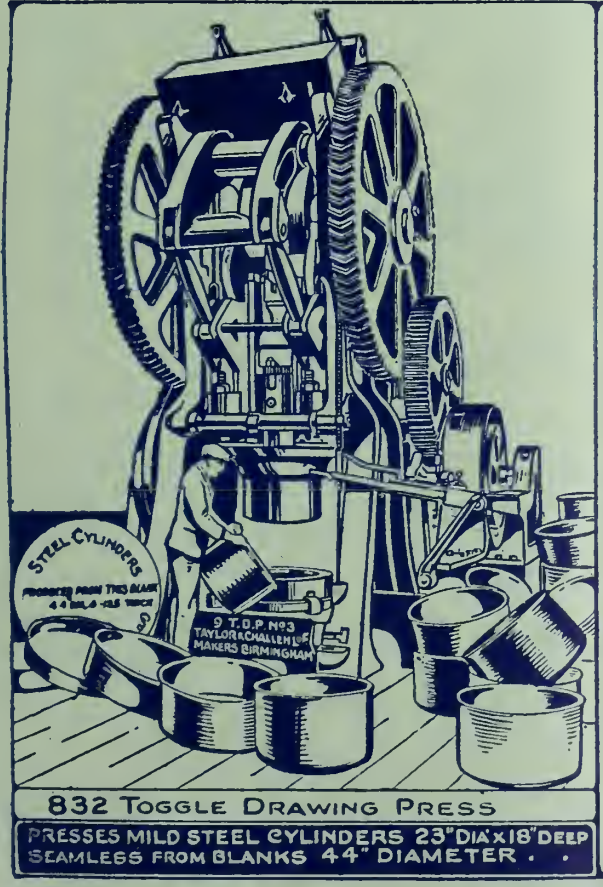
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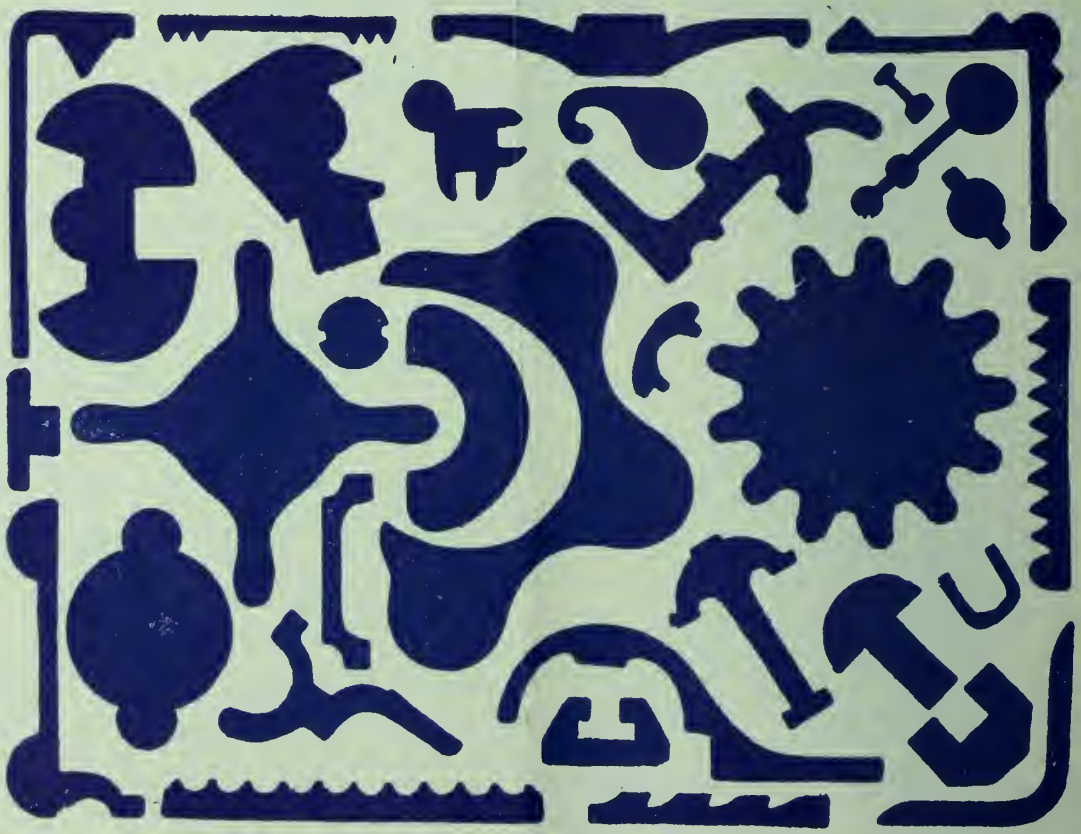
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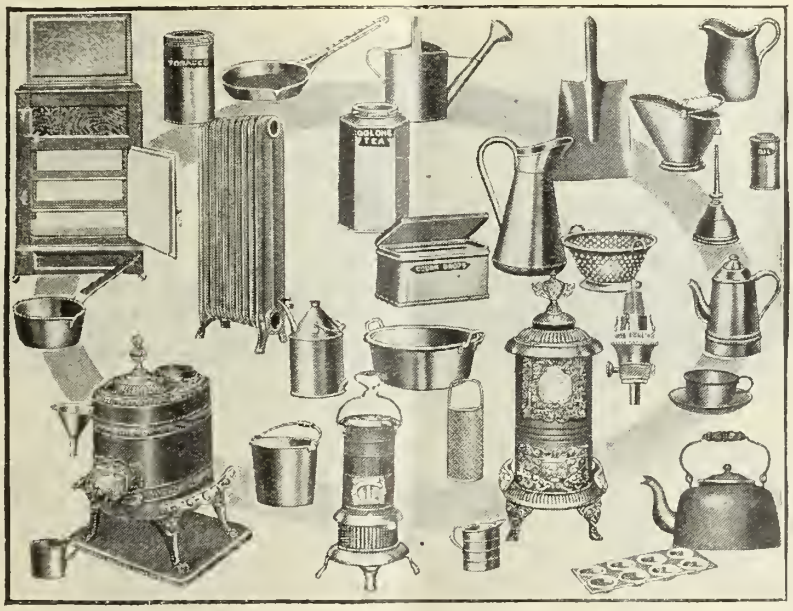
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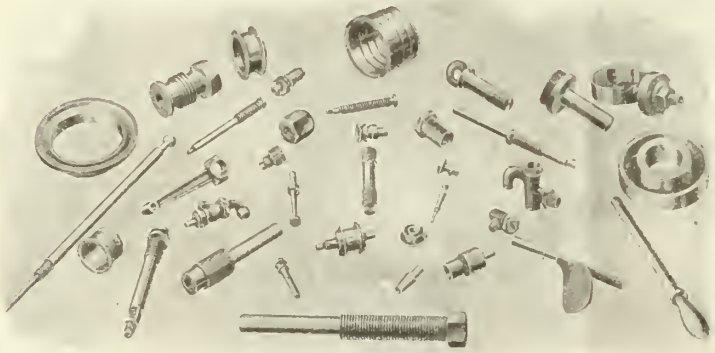
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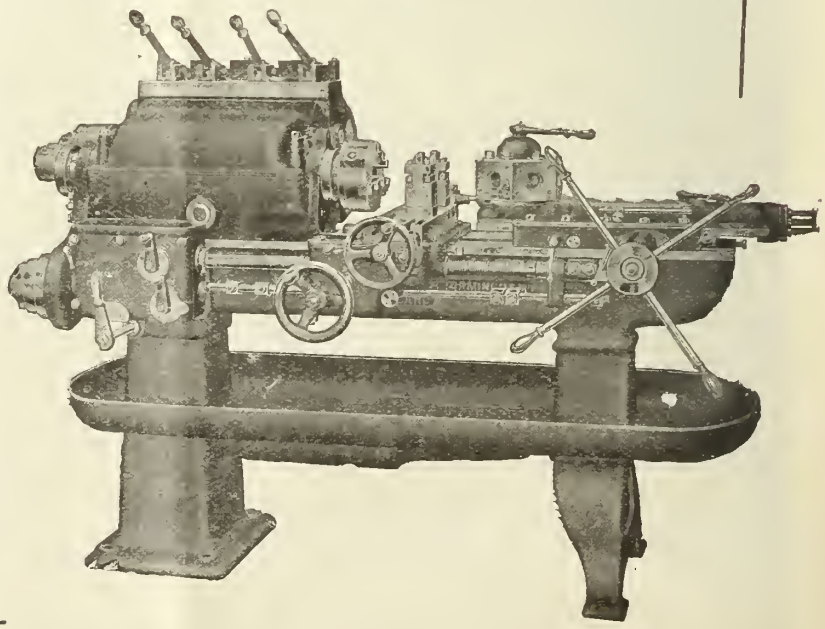
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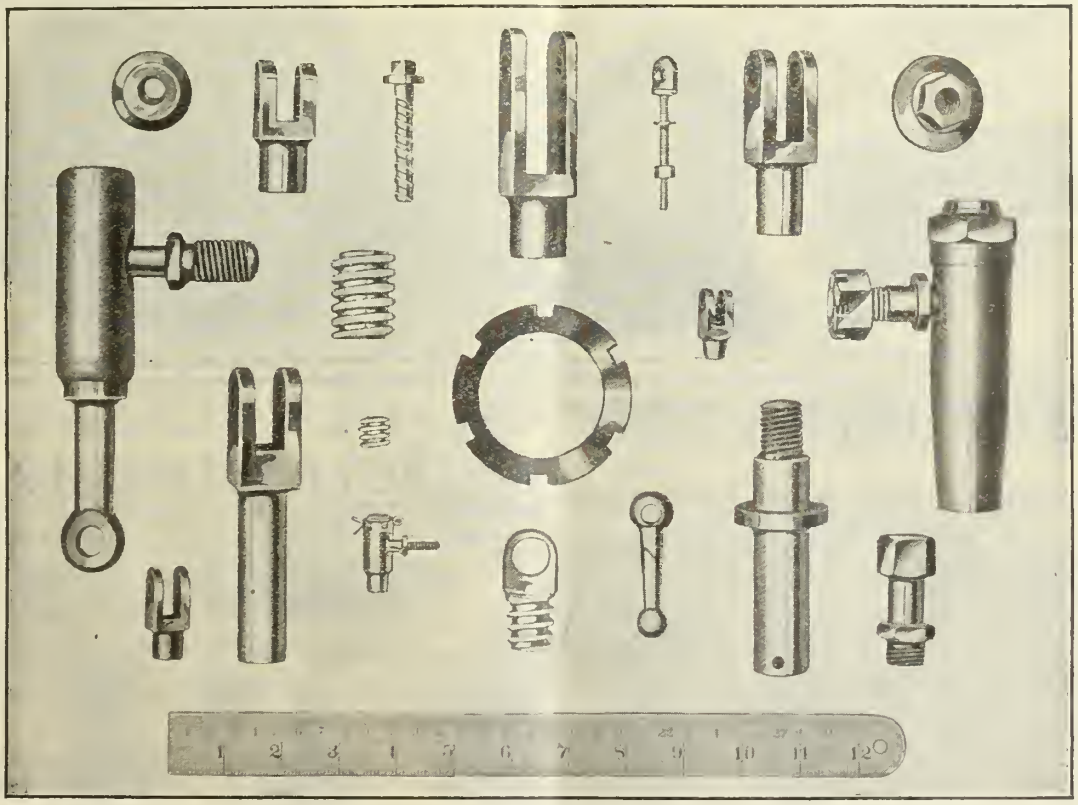
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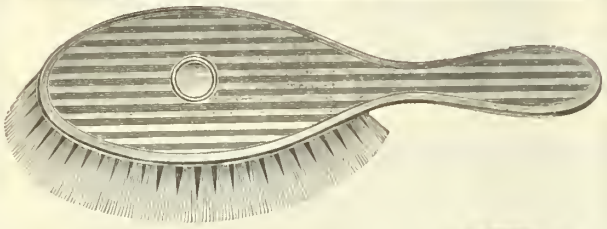
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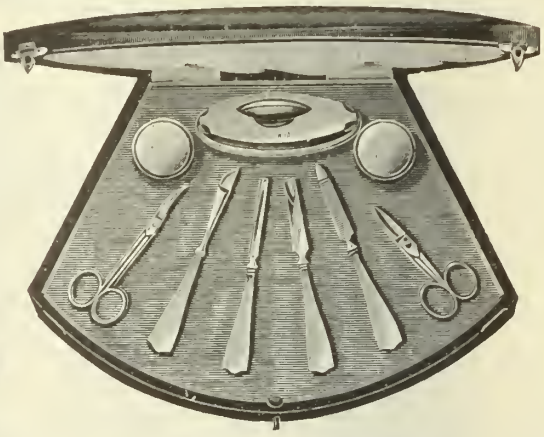
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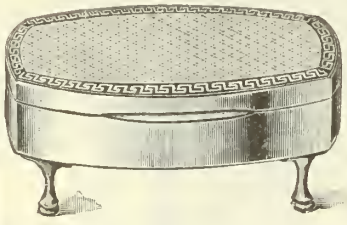
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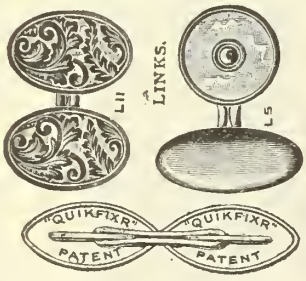


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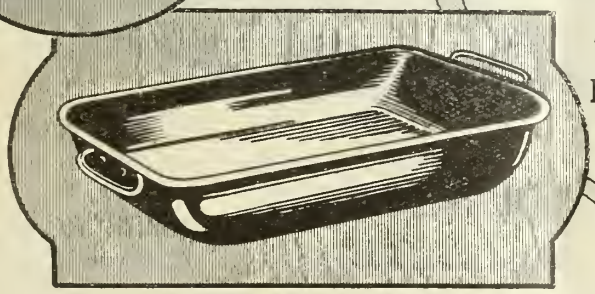
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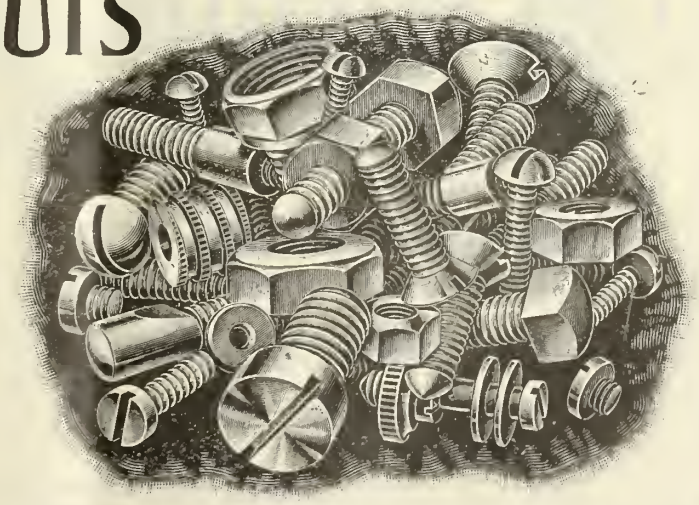
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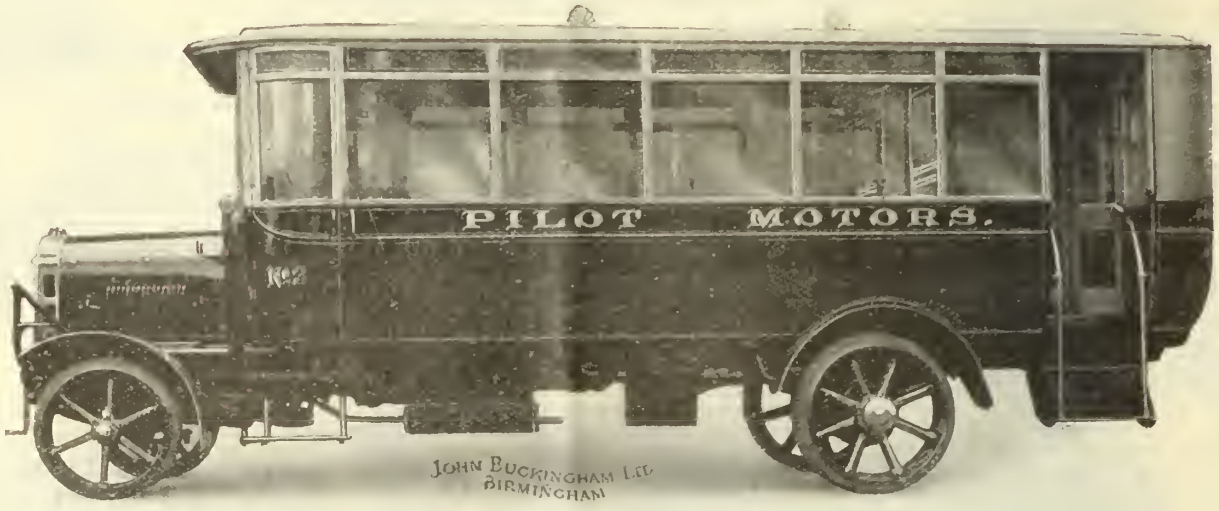
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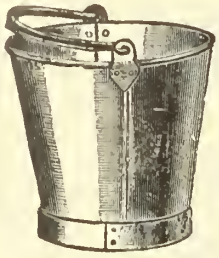
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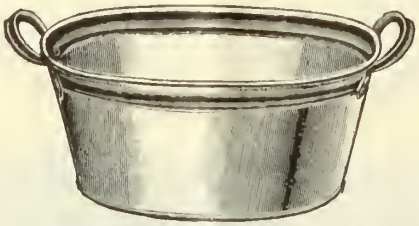
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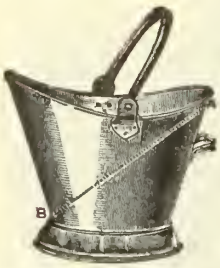


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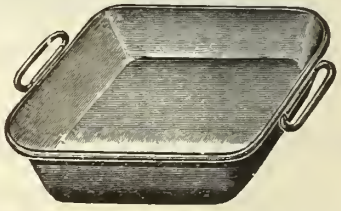
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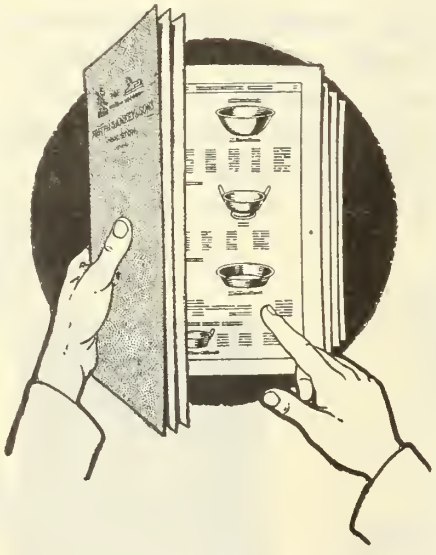


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THE

Birmingham Chamber of Commerce Journal.

Vol. 20. New Series. OCTOBER 16TH, 1922. No. 238.

Editorial Notices.

The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

Inquiries for advertisement spaces should be addressed to the Birmingham Chamber of Commerce (Incorporated), 95, New Street, Birmingham.

Chamber Notices.

Offices :—Chamber of Commerce, New Street, Birmingham.

Office Hours :—9.30 a.m. to 5 p.m. (Saturdays, 9.30 a.m. to 12.30 p.m.)

Telephone :—Midland 1712 (3 lines).

Telegraphic Address :—" Birchamcom, Birmingham."

The Chamber is able to give or to obtain information respecting Railway Rates and Conditions, Tariffs, Customs Regulations, Openings for Trade, appointment of agents abroad, and other commercial matters.

Certificates of Origin, etc., may be obtained on application to the Secretary.

Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

India's Tariff Policy.

Some time ago, the Government of India appointed a Fiscal Commission to inquire into and to report upon the tariff policy of India, including the question of the desirability of adopting the principle of Imperial Preference, and to make recommendations.

A summary of the Commission's Report was issued towards the end of September, and it is no exaggeration to say that its recommendations came as a shock, particularly to the cotton textile industries of the country.

The tariff policy of India, under the direction of the Home Government, has been that of Customs Duties for revenue purposes, and the interests of British Cotton Manufacturers and others have been protected by means of a counter-balancing excise duty on Indian manufacturers.

The Fiscal Commission recommend, in the best interests of India, the adoption of a policy of protection to be applied with discrimination along the lines indicated in their report. This recommendation is based on a careful analysis of the probable gain and loss. It is shown that the industrial development of India has not been commensurate with the size of the country, its population, and its natural resources, and that the country will derive great advantages in many directions from a considerable development of its industries. It is then pointed out that the conditions for a rapid industrial advance are suitable, but that, without the stimulus of protective duties, the advance will not be sufficiently rapid.

The Commission next examined the question of loss involved by the burden of increased prices and the effect of this burden on various classes of the community. Here it is shown that the exercise of discrimination in the selection of industries for protection and the amount of protection to be afforded will ensure that the burden on the community is kept as light as is consistent with

the due development of industries. The final conclusion is that, apart from Indian sentiment in favour of protection, the balance of advantage on economic grounds is heavily on the side of the policy recommended.

For the purpose of carrying out the policy, the Fiscal Commission recommend the constitution of a permanent Tariff Board, consisting of three members of high standing and ability, the main duties of which would be to investigate and report on the claims of particular industries to protection, to watch the operation of the tariff, and generally to advise the Government and the Legislature in applying the policy in detail. Its function would be advisory, and not executive, and stress is laid on the necessity of making its findings and recommendations public.

The three main conditions which it is recommended should be satisfied in the case of an industry claiming protection are :—(a), that the industry possesses natural advantages ; (b), that without the help of protection it is not likely to develop at all, or not so rapidly as is desirable ; and (c), that it will eventually be able to face world competition without protection.

As a qualification of these conditions, it is recommended that industries essential for the purposes of national defence, and for the development of which conditions in India are not unfavourable, should, if necessary, be adequately protected. Further, the general principles are laid down that raw materials and industrial machinery should ordinarily be admitted free of duty, and that partly manufactured goods needed in the industries of India should be taxed as lightly as possible.

As a corollary to the policy of protection, it is recommended that a more industrial bias should be given to primary education, that opportunities should be afforded for the training of Indian apprentices, and that organisations for increasing the mobility of labour should be developed.

After dealing with suggested measures against dumping, and referring to Railway and Shipping Freights, the Commission, seeing that tariff policy in India cannot be confined merely to a consideration of import duties, discusses two other important classes of duties at present levied in connection with the tariff, viz., the Excise Duties and Export Duties. Certain principles limiting the imposition of excise duties are suggested, and in regard to cotton excise, the conclusion of the Commission is that the existing duty should, in view of its past history and associations, be unreservedly condemned. It is then urged that the British Government should announce its intention of allowing the Government of India to decide, in agreement with the Indian Legislature, what action should be taken, and that the Government of India and the legislature should then begin with a clean slate and take such measures as in their opinion the interests of India require.

On the subject of Export Duties, the Commission say that they tend to injure the home producer and that they should not be utilised for protection purposes, but that they might, in certain circumstances, be imposed for revenue purposes with great caution, but only on articles in which India has a monopoly or semi-monopoly.

On the question of Imperial Preference, the conclusions of the Commission are that any general system of preference to British products would involve a serious burden which it would not be reasonable for India to shoulder, while, on the other hand, the possibilities of advantage to India from preferences granted to her exports are limited. At the same time, India may be in a position, in certain cases, to grant preferences which would be of assistance to British industries and would not cause appreciable economic loss to India. It is recommended therefore (a) that no preference be granted to any article without the approval of the Legislature ; (b), that no preference should in any way diminish the protection required by Indian industries ; (c), that preference should not involve any appreciable economic loss to India after taking into account the economic gain which India derives from the preference granted her by the United Kingdom.

In the case of other parts of the Empire, it is recommended that the principle of reciprocity should be followed.

The report is signed by all the members of the Fiscal Commission, subject, however, to a note of dissent by five members, including the President, Sir Ibrahim Rahimtulla, who, while agreeing that protection should be applied with discrimination, consider that the conditions laid down are too stringent : that immediate steps should be taken to adopt an intense policy of industrialisation ; and that any discrimination necessary in the interests of consumers should be decided by the Government of India and the Indian Legislature. They further recommend the immediate abolition of the Indian Excise Duty.

On the question of Imperial Preference, they hold that India cannot accept the principle until she has attained responsible Government, and is able to regulate her fiscal policy by the votes of a wholly elected Legis-

lature. They consider, however, that Indian opinion would be inclined to accept the immediate application of Imperial Preference, provided that conditions were created to place India at once on the same footing as the self-governing Dominions in the matter, and that, even under the political status which India now enjoys, matters might be arranged so as to bring about in practice the position which the Dominions enjoy. They, therefore, recommend that the power of initiating, granting, varying, and withdrawing Imperial Preference should vest by legislation, or other equally effective means, in the non-official members of the Legislative Assembly.

Finally, the minority hold that an intense effort at industrialisation will rapidly increase India's prosperity, and also a demand for manufactured articles, both local and imported, and that the trade relations of India and the United Kingdom will thus be put on a sound economic basis mutually beneficial for both.

We have ventured to give this report at some length, because of its really great importance. The gift of India of more freedom of Government, however, the relaxing of the Imperial shackles which have confined her for some centuries, must necessarily lead to great changes. India wants to govern and develop herself in her own way, and the principle has been admitted in recent legislation. It is possible, indeed, it is likely, that British Export Trade with India will suffer considerably if the recommendations of the Commission are carried out, but that is only a mere factor in the situation from the India point of view.

To those who would say, India should not be allowed to adopt a Trade Policy inimical to the interests of the United Kingdom, we would reply it is now too late in the day to object, while to those who agree that India should be given an increasing power of self-government, we would suggest they should urge the Government of the United Kingdom to study British industrial interests in the same way as the Indian Fiscal Commission have studied those of India.

Birmingham Chamber of Commerce (Inc.)

The Council of the Chamber have made arrangements for a series of General Meetings of Members, to be held during the Autumn and Winter, viz., from October, 1922, to April, 1923.

The following meetings have been arranged :—

Date.	Subject.	Speaker.
Thurs., Nov. 2.	**"Compelling Power of Publicity."**	**Mr. F. E. Potter (Member of Council Association of British Advertising Agents).**

Synopsis :—Advertising—Recent Development Trade, Commercial, Governmental, Financial, Propagandist, Political—Concrete Examples—The Great War Experiences—The Press—Outdoor—Co-operation of Trades—Booming Cities—Advertising Agents, Specialists and Consultants—Commercial Art—etc., etc.

Friday, Dec. 8. **"Commercial Insurance."** **Mr. A. H. Riseley, O.B.E., D.L.**

Synopsis :— Introduction — Insurance Organisations — Insurances applying to the following subjects:—Marine and Transit—Fire —Workmen's Compensation—Boilers and Electrical Plant—Motor Vehicles—Miscellaneous Risks.

1923.

Thurs., Jan. 4. **"Road Transport."** **Mr. E. S. Shrapnell-Smith, C.B.E., M.Inst.T. (President of the Commercial Motor Users' Association).**

Synopsis :—Rapid Growth Since 1896—Effects of the European War —Influence on Economic Life—Highway Requirements—Traffic Regulations—Relationships to Railway Transport, Independence and Mobility—Desirable Co-ordination—Clearing Houses—Terminal Delays—Weights and Speeds—Public Convenience and Service—National Importance—Supplies and Costs—Future Control and Development—Recent and Pending Legislation.

Thurs., Feb. 1. **"The Liabilities of Directors."** **Mr. F. Shewell Cooper, M.A. (Barrister-at-Law).**

Synopsis :—The Legal Position of Directors—Their Liabilities, Statutory and Otherwise—Responsibility for Prospectus—Negligence—Misfeasance—Breach of Trust—Contracts with Company —How to Minimise Risks of Liability.

Thurs., March 1. **"Costs and Costings."** **Mr. C. Herbert Smith, F.C.A.**

Thurs., April 5. **"Office Organisation and Appliances."** **Mr. W. Desborough (The Treasury, Whitehall, London).**

Synopsis :—Modern Business Organisation Requires the Keeping of Effective Office Records. This has occasioned enormous increases in Office Costs—Investigation of Office Work—Records of Output of Work of Office Staff—The Use of Labour Saving Machinery —Classes of Work in which Modern Machinery can be Used—Centralisation of Machine Work.

The meetings will commence at 2 p.m.

Editorial Notes.

General Meetings of the Chamber. The General Purposes Committee of the Chamber have arranged an excellent series of General Meetings to be held during the autumn. From the programme, which appears on this page of the Journal, it will be observed the meetings will be devoted to an address on a subject which should be of real interest to all manufacturers and traders. The meetings will be held on the first Thursday in each month, with the exception of December, and in order that members may be able to return early to their business the meetings will not last beyond 2.45 p.m. The first meeting took place on Thursday, the 5th October, and was addressed by Mr. W. C. Camm (member of the Birmingham Law Society) on "The Sale of Goods Act." The next meeting, at which it is hoped there will be a large attendance, will take place on Thursday, 2nd November, when an address will be given by Mr. F. E. Potter (Member of

Council Association of British Advertising Agents) on "The Compelling Power of Publicity."

* * *

War Debts. Mr. T. W. Lamont, the well-known American banker, addressing the Bankers' Convention, in New York, a fortnight ago, said that Europe might be in the doldrums, but, politically, he for one believed that it was on the mend. Europe's greatest loss, he said, was the death of millions of her young men. No problem, Mr. Lamont added, was more vital for us to study than Inter-Allied indebtedness, in comparison with which German reparations became a secondary matter. We should, he insisted, determine what, if any, of these debts are uncollectable and write them off, and proceed to decide which of the others are good in part. Ample time for payment of these must, in Mr. Lamont's opinion, be given—far larger, perhaps, than 25 years. The point which must be considered was whether the payment of debts, which must inevitably mean for America a great increase in imports, and a heavy decrease in exports, was going to prove an asset or a liability for American business.

* * *

American Tariff. In the same speech as that referred to in the previous note, Mr. Lamont referred to the tariff question, stating that they (*i.e.*, the Americans) would be fortunate if they did not find the tariff protect many industries which did not require protection, and cut off from their farmers and manufacturers a lot of the foreign markets ready to buy their commodities.

* * *

Elective Auditors. Many years ago a benevolent legislature sought to afford a real protection to the ratepayers in municipal boroughs by giving them the right to "elective" auditors, that is to say, competent gentlemen to represent them in the examination and audit of the accounts of the municipality. The City of Birmingham has just had an election of auditors. There were four candidates for the two annual vacancies. On the electoral register there are 364,744 voters. Of these 1,049 recorded their votes. The two who were elected received 349 and 286 votes respectively, whilst the two who were not elected received the one, 191 votes, and the other, 190 votes. Of the 1049 who voted, 33 spoilt their papers, notwithstanding the fact that we have had the benefit of over 50 years of public elementary education. Much could be said, but it might appear somewhat ungracious to the 1,049 vigilant citizens who took the trouble to record their votes. However, the authority of the elective auditor, such as it is, comes from a statutory source, and is neither added to nor diminished by the number of votes cast. For this we must be thankful. Some day, perhaps, the ratepayers will wake up—unless in the meantime their right to elective auditors has been taken away simply and solely because of their indifference and apathy.

Hard Work. The new weekly journal *The European Commercial*, in its first issue, says that if the reader would undertake a tour through Europe to-day, and if he would make a close observation of the conditions of the people in the thirty sovereign states which now share the Continent between them, he would find that there are certain vital things which take precedence over politics, which are more important than international conferences, which have little or nothing to do with statesmen, and which are to some extent independent of currency fluctuations and rates of exchange. The happiness and well-being of the peoples, the journal continues, can be tabulated in exact proportion to the extent to which they have absorbed the "spirit of work." Rates of exchange and political problems, are very largely the reflection of these major considerations, and it will be found that where work is hardest, there happiness is greatest; that content and well-being are in proportion to the genuineness of the effort of the people as a whole. Thus, in a few short sentences we get the root of the present position. In England to-day we have one and a half millions of people totally unemployed—because the rest of the world cannot afford to buy our productions at the present commercial price. Countries, which before the great war were among our best customers, are economically and financially sick unto death, but outside these are great markets clamouring for goods at a price which will enable them to sell. How instructive it would be if every Englishman to-morrow made up his mind to work progressively, hard, harder, and still more hard!

* * *

Postal Facilities Between Birmingham and London. As a result of the action of the Chamber the postal authorities have now made arrangements rendering possible the delivery in Birmingham on the same day of communications posted in London. This improved service will be of material advantage to traders doing business with the metropolis. In order that members may bring the new facilities to the notice of London houses, the General Purposes Committee have had printed slips embodying particulars of the times of posting, suitable for attaching to letters. The slips may be obtained on application at the office of the Chamber, 95, New Street, a small charge of 2s. 6d. for 200 being made.

Imperial Cables.

Average transit times during month of September:—
Montreal, 1 hour, 17 minutes.
Sydney, 3 hours, 48 minutes.

Fastest transit time during month:—
Montreal, 30 minutes on 22nd.
Sydney, 3 hours on seven days during month.

Council Meeting.

The monthly meeting of the Council was held at the registered offices of the Chamber on Monday, 25th September, 1922, at 2.30 p.m.

The Vice-President (Mr. H. Lakin-Smith) presided, and there were also present Messrs. H. E. Parkes, F. B. Goodman, John Belliss, Percy B. Adams, T. E. Upjohn, Lewis W. Goold, L. V. Kenward, Henry T. Ledsam, Major T. C. Aveling, C. Heathcock, D. E. Campbell, Councillor F. D. Tippetts, R. C. Rodgers, Frank Haseler, George H. Dugard, H. Kerry Wingrove, C. Holland-Harper, E. W. Silk, J. Percy Plant, S. H. Rowbotham, G. Henry Wright (Secretary), and H. Eyles (Assistant Secretary).

The notice convening the meeting was taken as read.

The minutes of the last meeting having been circulated were taken as read and signed as a correct record of the proceedings at such meeting.

Apologies were announced from the President (Mr. F. Hickinbotham), Sir William Mills, Mr. Ald. Sayer, Messrs. W. B. Fletcher, T. Parker-Smith, P. G. Allday, J. W. Earle, W. H. Bowater, H. James Yates, Wm. Marshall Freeman and Major Walduck.

REPORT OF THE GENERAL PURPOSES COMMITTEE.

Resolved—That the report of the General Purposes Committee, now submitted, be approved, adopted and entered on the minutes.

Report of the General Purposes Committee.

Programme of Meetings.

In their last report, your Committee referred to the series of general meetings of members contemplated during the autumn and winter, and your Committee are pleased to be able to report that the following arrangements have now been made :—

Thurs., Oct. 5. "Sale of Goods Act." Mr. W. C. Camm (Member of the Birmingham Law Society).

Thurs., Nov. 2. "Compelling Power of Publicity." Mr. F. E. Potter (Member of Council Association of British Advertising Agents).

Fri., Dec. 8. "Commerical Insurance." Mr. A. H. Riseley, O.B.E., D.L.

Thurs., Jan. 4. "Road Transport." Mr. E. S. Shrapnell-Smith, O.B.E., M.Inst.T.(President of the Commercial Motor Users' Association).

(Synopsis :—Rapid Growth Since 1896—Effects of the European War—Influence on Economic Life—Highway Requirements—Traffic Regulations—Relationships to Railway Transport Independence and Mobility—Desirable Co-ordination—Clearing Houses—Terminal Delays—Weights and Speeds—Public Convenience and Service—National Importance—Supplies and Costs—Future Control and Development—Recent and Pending Legislation.

Thurs., Feb. 1. "The Liabilities of Directors." Mr. F. Shewell Cooper, M.A. (Barrister-at-Law).

(Synopsis :—The Legal Position of Directors—Their Liabilities, Statutory and Otherwise—Responsibility for Prospectus—Negligence—Misfeasance—Breach of Trust—Contracts with Company—How to Minimise Risks of Liability).

Thurs., Mar. 1. "Costs and Costings." Mr. C. Herbert Smith, F.C.A.

Thurs., April 5. "Office Organisation and Appliances." Mr. W. Desborough (The Treasury, Whitehall, London).

(Synopsis :—Modern Business Organisation Requires the Keeping of Effective Office Records. This has occasioned enormous increases in Office Costs—Investigation of Office Work—Records of Output of Work of Office Staff—The Use of Labour-Saving Machinery—Classes of Work in which Modern Machinery can be Used—Centralisation of Machine Work.

The meetings will commence at 2 p.m.

Arrangements are also being made for a copy of the programme to be sent to all members, and for cards containing a list of the subjects and names of lecturers to be put up in the Chamber, Public Libraries, and the offices of professional bodies.

London and Birmingham Postal Delivery.

In May last your Committee reported that a deputation from the Committee had been appointed to interview the Postmaster, with a view to securing an arrangement rendering possible the delivery in Birmingham on the same day of communications posted in London in the morning. Your Committee now have pleasure in reporting the receipt of the following communication from the Birmingham Postmaster :—

Post Office,
Birmingham.
28th August, 1922.

Dear Mr. Wright,

With reference to the question as to the latest time of posting in London for inclusion in the last delivery in Birmingham, raised by the deputation I received from your Committee in May last, I have to inform you that in July last I was able to arrange for the establishment of additional mails from London to connect with the last delivery *throughout Birmingham*. The particulars regarding the times of posting in London for inclusion in these mails are as follows :—

London District.	Posting Times. General Collection throughout Head District. a.m.	At District Office Box. a.m.
East Central	8.45	10.0
West Central	8.45	10.0
Western	8.30	10.0
Paddington	8.30	9.30
South Western	9.0	10.0
South Eastern	8.30	9.0
Eastern	8.30	9.0
Northern	8.30	10.0
North Western	8.30	10.0

During July the Great Western Railway Co. put on a new train for Birmingham, leaving Paddington at 12.50 p.m. and due at Birmingham at 2.50 p.m.

I therefore communicated with the Controller, London Postal Service, with a view to the establishment of additional mails by this train in order that a still later time of posting in London might be afforded for letters for delivery in the Birmingham *Central Area*. I have now been advised that these mails will be made up on and from the 1st September next, and that the latest times of posting will be as follows :—

London District.	Posting Times. General Collection throughout Head District. a.m.	At District Office Box. a.m.
East Central ..	8.45	11.0 G.P.O. King Edward Street.
West Central.. ..	10.30	11.0
Western	10.0	11.0
Paddington	11.0	12 noon.
South Western ..	10.0	10.30
South Eastern ..	10.30	11.0
Eastern	10.30	11.0
Northern	10.0	11.0
North Western ..	10.0	10.30

I hope these alterations will be of benefit to your members.

The delay in furnishing you with the results of the enquiries made has been due to the further alterations necessitated by the advantage taken of the establishment of the 12.50 p.m. train from Paddington.

Yours sincerely,
(Signed) Jno. Scott.

Arrangements are being made for the printing of slips, embodying particulars of the augmented services, for purchase by members of the Chamber, to be attached to their London correspondence.

Quarterly Meeting of the Association of British Chambers of Commerce.

Your Committee have to report that the next Quarterly Meeting of the Association of British Chambers of Commerce will take place on the 18th October, and that the following resolutions will be moved on behalf of this Chamber :—

Corporation Profits Tax.

That a strong representation be made to the Chancellor of the Exchequer urging that provision be made in the next Budget for the abolition of the Corporation Profits Tax, on the ground that it is inequitable and imposes an undue burden on the industry of the country and operates as a distinct check to enterprise.

Brazilian Customs Preference.

That having regard to the injury done to the British Export Trade by the Customs Preference granted by Brazil to Belgium and the United States of America, a representation be made to the Foreign Office, urging His Majesty's Government to enter into negotiations for the conclusion of a Commercial Treaty with Brazil, under which the products of the United Kingdom would be entitled to Most-Favoured-Nation Treatment.

Trade Boards.

That a representation be addressed to the Minister of Labour urging him to request His Majesty's Government to provide an opportunity for the introduction and enactment during the Autumn Session of a Bill to amend the Trade Boards Acts on the lines of the recommendations contained in the report of the Committee presided over by the Right Hon. Viscount Cave, which was submitted to the Minister on the 11th April, 1922, and that the Minister be particularly urged to include a provision that where an agreement is reached between representative bodies of employers and workers, in an industry under the jurisdiction of a Trade Board, the Minister should be empowered to confirm the agreement and make it operative without delay and without the intervention of the Trade Board.

Resignation of Mr. C. T. Barlow.

Your Committee have received a letter from Mr. C. T. Barlow, resigning his membership of the Council. Your Committee recommend that the resignation be accepted with regret, and that the best thanks of the Chamber be accorded to him for the services he has rendered during the period he has occupied a seat on the Council.

Postal Facilities—Birmingham to Continent.

Your Committee have pleasure in reporting that in response to their representation for a later mail to the Continent the following communication has been received from the Birmingham Postmaster :—

Post Office,
Birmingham.
31st August, 1922.

Dear Mr. Wright,—With reference to your letter of the 3rd, and my reply of the 5th instant, respecting the times of posting for Continental correspondence, I have to inform you that arrangements have now been made, commencing on Monday next, the 4th proximo, for a later outlet to connect with the Continent. Letters, etc., posted at the Birmingham Head Post Office not later than 3.30 p.m., or with a late fee of 2d. up to 4 p.m., should secure connection with the Continental night mails. The posting for Germany and Holland remains the same, *i.e.*, 3 p.m.

Yours faithfully,
(Signed) Jno. Scott,
Postmaster.

Enemy Debts.

Your Committee have to report that a communication has been addressed to the Secretary of the Clearing Office for Enemy Debts with a view to ascertaining whether payment of debts owing by British traders to German traders are being liquidated, while debts

owing from German traders are not being so liquidated. The following reply has now been received :—

The Clearing Office (Enemy Debts),
Cornwall House,
Stamford Street,
London, S.W.1.

X.1056/5. GER/MED. 16th September, 1922.

Sir,—I am directed by the Controller to acknowledge the receipt of your letter of the 13th instant.

I am to state that there is no ground whatever for the suggestion that payments of debts owing by British traders to German traders are being liquidated through the Clearing Office, whilst debts owing from German traders to British traders are not being so liquidated.

All pre-war debts within the meaning of the Treaty are payable in sterling at pre-war rate of exchange, with interest, and very large amounts have already been paid to British claimants during the last two years. All claims which are still outstanding are being settled by this office immediately the debts are substantiated by the creditors.

If you will supply the Controller with particulars of the circumstances which gave rise to your enquiry, he will be glad to supply you with any further information which you may desire.

I am also to refer you to the Controller's report of the work of the Clearing Office, which was issued last year, and which can be obtained from H.M. Stationery Office.

I have the honour to be, Sir,
Your obedient servant,
(Signed) C. E. Robinson,
Secretary.

The Secretary,
Chamber of Commerce, Birmingham.

Delay in Delivery of Communications Posted at Printed Paper Rate.

Your Committee have to report that a number of Members have again drawn attention to the serious delay in connection with the delivery of printed matter, and that arrangements are being made by your Committee for a further interview with the Postmaster on this and other matters which your Committee are hopeful will lead to the desired improvement.

West Midland Area British Legion.

Your Committee have recently had under consideration the question of the assistance to be given by the Chamber to the work of the British Legion, and, at their last meeting, at which Colonel Dixon was present, the suggested appointment of a Committee to co-operate in the placing of unemployed ex-service men in suitable positions was approved.

Arrangements are being made for a further meeting to meet Mr. Pielou, the chairman of the District Council, and your Committee have pleasure in recommending that a Committee be appointed to co-operate with the District Council of the British Legion in their work.

Committee's Recommendation.

Resignation of Mr. C. T. Barlow.

That the resignation be accepted with regret, and that the best thanks of the Chamber be accorded to him for the services he has rendered during the period he has occupied a seat on the Council.

West Midland Area—British Legion.

That a Committee be appointed to co-operate with the District Council of the British Legion in their work.

H. Lakin-Smith, Chairman.

Birmingham.
21st September, 1922.

REPORT OF THE PATENTS, TRADE MARKS AND DESIGNS COMMITTEE.

Resolved—That the report of the Patents, Trade Marks and Designs Committee, now submitted, be approved, adopted, and entered on the minutes.

Report of the Patents, Trade Marks and Designs Committee.

International Registration of Trade Marks.

Your Committee have to report that they have given consideration to the possibility of taking action in the direction of the world-wide registration of trade marks. The Council will be aware that under the arrangement of Madrid for the International Registration of Trade Marks, which was signed on April 14th, 1891, an International Trade Marks Office was established at Berne, Switzerland. The number of countries adhering to the arrangement is now 17, Great Britain not being numbered amongst these.

Through the medium of the Madrid arrangement provision is made for the registration of a Trade Mark in a number of countries with as few formalities as possible. The procedure to be followed by persons in one of the countries adhering to the arrangement is as follows :—

1. He first applies for registration in the Trade Marks Office of his own country.

2. Having done this, he makes a second application to his own Trade Marks Office, requesting International Registration.

3. The application for international registration is forwarded by the Trade Marks Office to the International Office at Berne, and the latter registers the mark and acquaints all other countries parties to the arrangement.

4. A fixed fee of 100 francs (Swiss) for the first mark, 50 francs for each other mark deposited by the same owner at the same time, is charged by the International Office. The Trade Marks Office of the country of origin is also entitled to demand a fee for its services in connection with international registration. Apart from these, no other fees are payable.

5. Each country party to the Madrid arrangements must decide within twelve months whether it will accept the mark or not.

6. Any country party to the Madrid arrangement may refuse to accept the international registration if the mark is not acceptable for any reason under the law of that country. On such a refusal, the applicant is informed, and he has the same right of appeal, etc., as he would have had if the mark had been the subject of an ordinary application in the country concerned.

7. The international registration of a mark lasts twenty years, and has the same effect as if a mark had been registered on the same day in all the countries parties to the arrangement.

Your Committee, therefore, recommend that a representation be addressed to the Foreign Office and the Board of Trade urging upon His Majesty's Government the desirability of their adhering to the arrangement. Your Committee further recommend that a representation should be addressed to the Colonial Office and the Board of Trade in favour of an arrangement for an Imperial registration of trade marks, which will enable the British trader, once he has registered his mark, to obtain protection in all parts of the Empire.

Merchandise Marks Bill.

The Council will remember that this Bill passed its second reading, but that no progress was made in Committee owing, first, to the indifference of Members of Parliament who would have supported the Bill, and secondly, to the ingenuity of members who were opposed to it. It is understood that, when the Chairman of the Standing Committee took the chair there was not a quorum of members present in the Committee room. The opponents of the measure, who were members of the Committee, remaining in the corridor in the hope that a sufficient number of supporters of the Bill would not assemble to make a quorum. The tactics pursued by the opposition were successful, and the Bill had not been considered in Committee when the House rose.

Your Committee recommend that a strong representation be addressed to the Board of Trade urging that if possible the Merchandise Marks Bill should be proceeded with during the Autumn Session.

Committee's Recommendations.

International Registration of Trade Marks.

That a representation be addressed to the Foreign Office and the Board of Trade urging upon His Majesty's Government the desirability of their adherence to the Madrid arrangement.

That a representation should also be addressed to the Foreign Office and the Board of Trade in favour of an arrangement for an Imperial registration of trade marks.

Merchandise Marks Bill.

That a strong representation be addressed to the Board of Trade urging that the Merchandise Marks Bill be proceeded with during the autumn session.

W. Marshall-Freeman, Chairman.

Birmingham.
22nd September, 1922.

Appendix to Report of Patents, Trade Marks and Designs Committee.

C. GILWELL.

September 15th, 1922.

Piracy of Trade Marks.

Sir,—In 1911 the Chamber communicated with the Foreign Office with regard to the question of the piracy of trade marks, particularly in Japan and the Argentine. It was pointed out that considerable difficulties had to be encountered, and heavy legal expenses incurred by any firm who desired to protect their rights in a foreign court. The Chamber, therefore, suggested that in order to meet such cases as, for example, where a firm's actual name was registered, or where the rightful ownership of the mark was undisputed, it should be possible by means of an International agreement to arrange that where, by documentary and other evidence submitted through diplomatic channels, it is clear that an act of piracy of industrial property has been committed, powers should be conferred on the Trade Marks Office to expunge the mark. It was urged that such an arrangement would be entirely mutual and equally beneficial to both sides, and that its only effect would be the desirable one of lessening the scope which the trade mark pirate now unfortunately possesses.

On the 31st July, 1911, a reply was sent to the Chamber in which it was stated that it did not appear to the Board of Trade that the suggestion of an International agreement with reference to the cancellation of piratical trade marks could usefully be followed up. The letter contained the following paragraph :—

> "It is not quite clear what precise form it is intended to suggest for such an agreement. If it is meant that the Patent Office of each country should, without further enquiry or proceedings, cancel a registered mark on the representations of a foreign Government, it would appear to be an impractical suggestion. It would certainly not be possible in this country for a Government Office to deal in this way with vested rights. If, on the other hand, it is intended that the mark owner should be heard, and that a proper judicial inquiry should be made, it would merely result in submitting the various Governments as litigants, instead of the parties aggrieved."

With much respect I am again to point out that the interpretation given by the Foreign Office to the Chambers' representation is not a correct one. In the Chamber's communication attention was called to the widespread practice of unscrupulous agents in foreign countries, *e.g.*, Japan and the Argentine, registering marks or names which they know full well belong to British traders, their object in registering such marks being the prevention of the importation of the goods of the firms affected, except through themselves, or the extortion of money from the rightful owner of the name or mark who is well known to the pirates. The suggestion is that in such cases it might be possible by International arrangements to provide that where by documentary and other evidence submitted through diplomatic channels, it is clear that an act of piracy has been committed, power should be conferred on the Trade Marks Office concerned to expunge the mark.

It was obviously not intended that this should be done without further inquiry or proceedings, nor was it suggested that it should be done merely on the representations of a Government, or that a Government should appear as a litigant. On the contrary, the suggestion is that the present costly procedure should be simplified, and that it should not be necessary for the rightful owner to appear either himself or by counsel or agent at the inquiry by the Trade Marks Office concerned, but that he should submit through diplomatic channels documentary and other evidence as to his rightful ownership of the mark. The Trade Marks Office concerned would then give the "registered" owner an opportunity of submitting his case for the retention of the mark, and if he could not establish a *prima facie* case for such retention the Trade Marks Office should have the power to expunge the mark.

If, on the other hand, the registered owner has established a *prima facie* case, then it is suggested the Trade Marks Office should proceed no further, but that the parties should be left to settle the matter either by agreement or by legal proceedings.

The Council of this Chamber is of the opinion that if an International agreement could be made on these lines, the effect would be to minimise the evil of piracy without detriment to the honest trader. I am instructed therefore to urge that the suggestion made be again recommended to the Board of Trade for their reconsideration and report, in the hope that when negotiations concerning the International Protection of Industrial Property are to take place, the suggestion may be submitted for discussion.

I am, Sir,
Your obedient servant,
(Signed) G. Henry Wright,
Secretary.

The Permanent Under-Secretary of Foreign Office,
Whitehall.
London, S.W.1.

REPORT OF THE ENGINEERING TRADE SECTION.

Resolved—That the report of the Engineering Trade Section, now submitted, be approved, and entered on the Minutes.

Report of the Engineering Trade Section.

Rating of Machinery Bill.

Your Committee have to report that the question of expediting the passage into law of the Rating of Machinery Bill has been the chief subject to which their attention has been directed during recent months, and it is thought that a *resume* of the steps that have been taken to that end will be of interest.

Prior to the second reading of the measure on the 28th April last, the assistance of the Association of British Chambers of Commerce was secured by your Section, when arrangements were made for members of Parliament connected with associated Chambers to give it their support. It will be generally known that the second reading was carried by a very large majority.

When the Bill was committed to a Standing Committee of the House of Commons, the appropriate Sub-Committee of your Section conferred with representatives of the Imperial and Local Finance Committee, and arranged for a communication embodying their views to be addressed by the Association of British Chambers of Commerce to all members of the Standing Committee, and in addition that local members of Parliament should interview the Committee.

Although the pressure of Government business prevented an opportunity being found to report this Bill to the House before the adjournment, the matter is of such vital importance to machinery users throughout the country and the relief desired has been so long delayed that upon the re-introduction of the Bill next Session your Section will use its utmost endeavour to urge upon Members of Parliament the need for its passage into law.

T. C. Aveling,
Chairman.

Birmingham, 21st September, 1922.

Industrial Welfare Society.

In the absence of the nomination of a gentleman willing to serve as the representative of the Chamber upon the Local Advisory Committee of the Industrial Welfare Society, the question of the appointment was referred back to the General Purposes Committee.

New Members.

Resolved—That the following be and are hereby elected, subject to examination by the Finance Committee, members of the Chamber:—

H. Benyon, Ltd., 50, Church Street, Birmingham, commercial stationer.

Birchall Aluminium Casting Co., 138, Edward Road, Balsall Heath, aluminium and gun metal casters.

Douglas M. Bloomer, 308, Dudley Road, Birmingham, metallurgical analyst.

Charles Henry Clarke, 65, Chamber of Commerce Buildings, Birmingham, engineer and valuer.

Joseph Drake, 75-77, Barford Street, Birmingham, wholesale provision merchant.

Francis J. D. Ellisdon, 63, Station Street, Birmingham, cigar merchant.

John Gantner & Co., 42, Herald Chambers, Martineau Street, Birmingham, export merchants.

Reginald N. Hollings, 18, Branston Street, Birmingham E.P. manufacturer.

Gordon Hughes, 12, Cox Street, St. Paul's Square, Birmingham, electrical engineers.

T. Hyde & Co., Ernest Street, Birmingham, art metal manufacturers.

B. J. Jenkins, 138, Edward Road, Balsall Heath, aluminium hardware manufacturers.

David MacIntyre, 18, Crescent, Broad Street, Birmingham, engineers' agent.

Thomas Murdoch, 13, Mt. Pleasant, Redditch, fishing tackle.

"Novelties," Rectory Road, Sutton Coldfield, Erinoid goods manufacturers.

S. Parkes & Co., Ltd., Pretoria Works, Willenhall, lock makers, etc.

The Rhode Motor Co., Blytheswood Road, Tyseley, motor car manufacturers.

R. C. Shelley & Co., 12, Vivian Road, Harborne, Birmingham, manufacturing perfumers.

Joseph Shorthouse & Sons, 18, Great Charles Street, Birmingham, lacquer manufacturers.

John Swann, 37-39, Holloway Head, Birmingham, coach ironmongers and general furnishers.

The Watt Foundry Co., Watt Street, High Park Road, Smethwick, specialists in aluminium castings, etc.

Clifford Williams, Ernest Street, Holloway Head, Birmingham, wholesale clothier.

Thomas Winston, 82, Ryland Road, Birmingham, incandescent and hardware merchant.

W. J. Wood, 58 and 59, Ashted Row, Birmingham, stamper and piercer.

Woolfe & Blumenthal, 115-116, Moor Street, Birmingham, underclothing manufacturers.

Ashworth, Son & Co., Ltd., 7, Bromsgrove Street, Birmingham, weighing machine makers.

Frederick P. Burton, 2, Key Hill Drive, Birmingham, watch material manufacturer.

Victor W. Davies, 56, Francis Road, Edgbaston, export hardware merchant.

Sydney W. Hassall, Daimler House, Paradise Street, Birmingham, export merchant.

David McNiel, 177, Corporation Street, Birmingham, wall paper merchant.

C. P. Perry & Son, Camp Hill Wharf, Birmingham, coal and coke merchant.

Seymore Manufacturing Co., 183, Belgrave Road, Balsall Heath, wood bedstead manufacturers.

Albert Douglas Shalton, 96, Newhall Street, Birmingham, hosiery representative.

W. H. Thomas & Sons (Birmingham), Ltd.; 74, Ford Street, Hockley, bedstead ornament manufacturers.

Frederick W. White, 27, Fox Street, Birmingham, clock case manufacturer.

John Falconer Whitelaw, 2, Grosvenor Chambers, Broad Street Corner, Birmingham, surgical appliance maker.

Howard S. Cooke, 24, St. Paul's Square, Birmingham, manufacturers; speciality, capstan turned and repetition work.

Ex-Service Student, age 23, A.I.C. University. Trained, desires appointment as Assistant Chemist in metal or chemical works. Nominal salary to commence.

Shipping Principles and Practice.—In connection with the Birmingham Municipal School of Commerce, a series of twenty lectures will be given during the session at the University, Edmund Street, commencing on Monday, 23rd October, on "Shipping Principles and Practice." The fee for the course will be 12s. 6d. A copy of the complete programme of the school may be obtained on application at the Municipal School, Suffolk Street, price 1d., or by post 2d.

Canal Improvement Scheme.

Employment Committee's Enquiries

Early Action Advocated.

Further consideration was given, at a meeting on Monday, 2nd October, of the Greater Birmingham Unemployment Committee, of the scheme for improving the waterway between Worcester and Birmingham, and it was agreed that immediate steps be taken, in conjunction with other bodies, to press forward with the proposal.

The scheme is to enlarge the Birmingham to Worcester Canal so as to permit of the passage of 100-ton barges from the Severn, and a report submitted by the General Purposes Sub-Committee, which had given consideration to the matter, stated that a strong effort should be made to enlist public sympathy for the movement. They were of opinion that the completion of such a scheme would give an impetus to local trade, and thereby constitute a means, not only of relieving existing unemployment by finding productive work instead of doles and Poor-law relief, but to a large extent of preventing future unemployment. They considered the present was an opportune time for promoting a scheme somewhat on the lines of that carried out recently between the Corporation of Nottingham and the Trent Navigation Company, and recommended that the Birmingham City Council be urged to promote some such similar scheme, which they were advised would be an appropriate one for securing Government assistance.

Government Assistance.

The Chairman (Mr. W. Marshall Freeman), in moving the adoption of the report, remarked the committee might well be congratulated upon what had happened since the last meeting. At the end of June they put forward for public consideration the proposal which had been adopted a few days earlier at a conference of local authorities. In less than three months that proposal had become a definite and concrete proposition, and what had been talked of, dreamed of, and argued about for 30 years and more would, he felt sure, in the near future become an accomplished fact, and Birmingham would get direct and adequate communication with the sea. For this rapid push forward the committee were tremendously indebted to Mr. Neville Chamberlain, who, upon his own initiative, had come forward to urge immediate consideration of the matter in the interests of the unemployed and of the industrial and commercial welfare of the whole city and district, with the result that the City Council had already appointed a sub-committee to make a thorough investigation of the subject. Whilst there was every reason they should take an optimistic view, he (the Chairman) warned the committee not to expect too much in the way of immediate relief for the unemployed. At the request of the sub-committee, he had interviewed the Secretary of the Committee on Inland Waterways to find out to what extent the engineering problems had been solved and their cost estimated; and he had seen the Minister of Labour with the Secretary of the Unemployment Grants Committee to try and learn what was necessary in order

that the maximum amount of Government financial assistance might be secured. As a result, he was satisfied on two points which he desired to emphasise. One was that Government assistance would be forthcoming in proportion to the expedition with which the business was got on with. The other was that there appeared to be already in existence a mass of valuable information in the way of plans and estimates with which he had reason to think the officials of the Birmingham Corporation were not as yet wholly familiar. These were the plans and estimates referred to by Mr. Neville Chamberlain in his articles in the Birmingham Post. It was to be hoped that the Corporation would lose no time in approaching the Waterways Commission with a view to securing all such valuable information as could be obtained.



Presentation to President.
Silver Cradle presented to the President of the Chamber (Mr. F. Hickinbotham) by the members of the Council to commemorate the birth of a daughter during his year of office.

Details of the Scheme.

The scheme, quite shortly, meant an enlargement of

the 28 miles of canal between Worcester and Birmingham to allow of 100-ton barges moving between Birmingham and Worcester. From Worcester to the sea nothing was required to be done, because already much larger barges were conveying merchandise to and from the ports on the Bristol Channel. The Royal Commission in 1909 put forward a national scheme known as the "cross," which included, among other plans for linking up and developing the waterways of the country, a plan for Nottingham *via* the Trent and a plan for Birmingham *via* the Severn. This national scheme was reviewed in 1920 by Mr. Neville Chamberlain's Committee, who reported in favour of piecemeal progress, and suggested Nottingham for the first experiment. The Corporation of that city were now approaching completion of the task which would give them access to the North Sea direct. Their undertaking, however, costing less than half a million, was much smaller than that suggested for Birmingham, which would probably cost not less than four times the other. The Royal Commission scheme contemplated much larger vessels coming to Birmingham than the 100-ton barges now proposed. But all the evidence pointed to the 100-ton barge as the economic unit. That would serve all needs at least within sight of the present generation, and maybe far beyond.

How, then, could it be done? There were two courses. One was to take over the entire waterway from Birmingham to Sharpness. The other to take over the canal from Birmingham to Worcester only. He had come to the conclusion that Mr. Neville Chamberlain was right in his suggestion that a similar arrangement to that arrived at by the Nottingham Corporation could be made between the Birmingham Corporation and the company at present owning the Worcester canal. That would enable the city to organise and control the scheme of development, and then, if necessary, a public trust could be formed by which the entire waterway from Birmingham to Sharpness could be taken over by the four Corporations concerned—namely, Bristol, Gloucester, Worcester, and Birmingham—with a working agreement by which the Sharpness Docks and Navigation Company could continue to deal with the commercial side of the business, thereby getting rid of anything in the nature of bureaucratic mismanagement. He feared it might involve an Act of Parliament—it was difficult to see how the expense and delay of Parliamentary procedure could be avoided, whatever scheme were devised—but he strongly urged the importance of completing at the earliest possible date such preliminary negotiations and agreements as would justify making a start at any developments that could safely be entered upon for the benefit of the unemployed.

Possibility of Opposition.

Happily, it did not seem likely that there would be any dangerous opposition to the scheme. Contrary to what was widely believed, the railway companies did not control the canal affected. That the railway companies would offer opposition might be taken as a certainty. Of course, the community would be told that the waterway scheme would never pay; efforts would be made to make ratepayers' flesh creep by suggestions of new burdens upon the rates; commercial men would be assured that waterway competition would not make railway rates easier, and so on. But Birmingham people would be well advised to insist upon a prompt and complete investigation of the question. This was a scheme for benefiting not one section, but all sections of the community. First and foremost, it meant that carrying out of a great work of public utility by which probably not far short of half a million of "dole" would be saved by being given out in return for productive work. Then it should benefit the whole city and community just as the Manchester Ship Canal—though a costly and unprofitable private speculation—had benefited that city and district. Fortunately, in Birmingham there was no costly or gigantic enterprise necessary.

The reason why he (Mr. Marshall Freeman) felt bound to urge the conclusion as early as possible of an agreement or arrangement in regard to the 28 miles of canal between Worcester and Birmingham was that such an agreement was a necessary preliminary to the carrying-out of the second or internal part of the programme which was indicated by Mr. Neville Chamberlain in connection with the housing and town-planning schemes of the Corporation. This was not a part of the canal scheme originally suggested by the Greater Birmingham Committee, because its existence had not been made public. Now, however, it ought to be known that an opportunity existed for the City Council to carry out on very favourable lines, and under conditions that would, perhaps, never occur again a vast improvement to the city which could form a part of the housing developments that must of necessity be entered upon in the near future. The outlines of this internal work, involving the extension of the canal from Lifford to another part of the city and the construction there of a large new terminal dock, were known to the Corporation, and Mr. Chamberlain's offer to place at the disposal of the City Council the plans and estimates prepared by the engineer to the Inland Waterways Committee ought to be accepted both promptly and gratefully.

Probable Cost of the Scheme

Dealing with the question of cost, the Chairman said he understood the Waterways Committee estimated an expenditure of something less than three-and-a-half millions upon the whole waterway between Sharpness and Birmingham, including the dock provision necessary at Lifford as originally intended. This estimate was made two years ago, and the figures were based upon pre-war cost multiplied by four. It was fair to assume that at the present time the cost would be greatly reduced. Was it then unduly optimistic to suggest that the scheme would mean something between one and a half and two millions? As to the "internal" scheme, Mr. Neville Chamberlain had given £500,000 as the probable cost of that. Suppose, then, they assumed two and a half or even three millions to be on the safe side? Was that a very alarming sum when the saving of "dole" and the Government grant were kept in mind? He had

seen it stated that the Birmingham Board of Guardians had a debt of something like a million growing out of relief bestowed without any compensating return. So, looked at even from that narrowed point of vision, the present proposals seemed to carry ample justification. He believed the opening up of this highway from Birmingham to the sea with adequate equipment would not only disclose opportunities for manufacturers and merchants at present unrevealed but ready and waiting to show themselves, but would bring with it as an added reward what could not be estimated in terms of money or capital—assured protection and security for their evergrowing industrial population.

The report was unanimously adopted, together with a recommendation that immediate steps be taken, if possible in conjunction with the Birmingham Chamber of Commerce and the Birmingham Trades Council, to approach the City Council with a view to securing the promotion of the Worcester to Birmingham Canal Enlargement Scheme (for the passage of 100-ton vessels), which the committee had been advised would be an appropriate one for Government assistance.—*Birmingham Post*, 3rd October.

Lectures at the Industrial and Commercial Efficiency Exhibition.

We have pleasure in announcing that in response to a number of enquiries received from visitors to the Industrial and Commercial Efficiency Exhibition, arrangements have been made for each of the Lectures delivered at the Exhibition being published in this Journal.

Advertising and Employment.

At the Efficiency Exhibition on Saturday evening, May 27th, an interesting lecture was given by Mr. E. Herbert Morris, upon the subject of "Advertising and Employment."

The chair was taken by Mr. Herbert E. Parkes, who, introducing the speaker, said they were going to hear an expert, and it always gave great satisfaction to hear anyone talking about a subject which they thoroughly understood. Mr. Morris knew as much about advertising as anyone in the Midlands, or indeed in England. He had been responsible for the advertising campaign which had sold so many Austin motor cars, and he was at the present time responsible for the advertising campaign of the Lotus boot. In each instance the advertising was of the type which appealed straight to the buyer, and was the sort of thing which fetched money out of his pocket.

Mr. E. Herbert Morris said :—

If it were possible to gather into one small hall the most important newspaper proprietors in the world, and having turned the key in the door—not, I hasten to remark, in order to lock them in, but in order to lock the rest of the world out—what an opportunity it would furnish for saying some few things most necessary to be said.

Unfortunately, newspaper proprietors are like reigning monarchs ; they are extremely difficult to get hold of, and when you get them, you never know whether you can engage their attention for more than two minutes at a time. They are so busy rapping Chancellors of the Exchequer over the knuckles and reproving Prime Ministers for their lapses from grace that they have little leisure for the subject I want to talk to you about to-night.

That subject is unemployment, and it is so important and urgent a one that, although I probably have no newspaper proprietors among my audience, I feel that I ought to address you as though you belonged to that august body. After all, the important thing about any man is not so much what he is, but what he is becoming.

Now, as Lord Northcliffe has recently told us that all the millionaires are crowding into Fleet Street, and as the making of millionaires is well known to be one of Birmingham's chief industries, it is obvious that I am addressing a number of persons who, although at present occupying other spheres, may one day become newspaper proprietors.

To you, as citizens and men of affairs, this question of unemployment is of supreme importance.

The actual condition of employment throughout Great Britain or—to take a narrower and more personal view—within the Birmingham area, does not show any very marked improvement. It's a little better, but it is not a lot better, and meantime it's far from being heaven for a good many people. I wonder do our economists, politicians, masters of finance, princes of commerce, understand that ?

It would not matter so much if man were like some members of the insect and animal creation—a hibernating animal. Unfortunately he is not. He remains conscious, and in a state of acute consciousness he is pushed aside by the ruthless engines of the industrial machine as unusable. In a world of organised business he is labelled " not wanted," and stuck on the shelf.

To be unemployed is horrible.

Before the commencement of the industrial age, the epoch of factory production, which commenced, mark you, on this very spot, in Birmingham, the home of James Watt, whose invention of the steam separator inaugurated mechanical motive power as we know it ; before, I say, the Industrial Age, men suffered occasionally from unemployment. Men have always suffered more or less from unemployment, but there were compensations and there were outlets.

To begin with, there were not so many people. It was after the Industrial revolution of the nineteenth century that population increased so mightily.

In olden days the landless men certainly had a very thin time by all accounts, but he could pursue some simple handicraft. To-day the world is so organised that outside the industrial system it is difficult for a man to pursue a handicraft with success.

Against the competition of the big, well-equipped and highly organised factory, the village potter cannot sell his earthenware vessels, the tinker his pots and pans, nor the blacksmith his home-made shovels and pokers. They are outclassed by organised labour. Efficiency has conquered, and it has conquered by means of the organising ability of the business man.

What I want to point out just now is the challenge which comes from that very conquest to the business men of to-day.

You set out to organise the industrial world—and you have done it. You are trustees for humanity. You cannot overlook the responsibility.

To-day there are on the books of the Trade Unions alone 1,700,000 unemployed.

In 1913-14 our national income was £2,400,000,000; of that the State took £200,000,000—or 1d. in the 1s.

Our national income this year is estimated at £2,800,000,000; out of this the State proposes to take £921,630,348—about one-third of the whole income—1d. in every 1s.

The total employable population is about 11,000,000, and one-seventh is out of a job.

What is to be done about it?

Well, we all know that the Government, in its wisdom—and I quite agree to the wisdom of this particular act—passed in 1909 a piece of forward-looking legislation recognising, for the first time in its history, a certain responsibility for this business of finding people jobs. The British Labour Exchanges came into being. There are, at the present time, some 390 of them, and they are doubtless doing a good work. At the very least they are collecting statistics.

If you can't get the doctor to cure you, it is something to get a correct diagnosis.

They have had a certain measure of success, but it must be admitted that the net result falls very far short of the ideal. The diagnosis of the disease of unemployment which these Labour Exchange doctors propound may be quite correct, but the cure is so slow that the patient runs a considerable risk of finding himself stone dead before he gets to the bottom of the bottle.

One evil effect the Labour Exchanges have had is this: they provide an excuse for shelving the whole question. (Hear, hear.)

The question is, however, one of those which refuse to be shelved. As the old lady said of Mr. Gladstone, it "keeps bobbing up again," and every time it bobs up, it flings out a challenge to the Business World. That challenge has in it a menace. Do not forget that the supreme lesson of the Russian so-called Communist Revolution is two-fold. On the one hand that revolution has taught the world, by the tragedy of a vast failure and the horror of a terrible famine, that Workmen's Councils, Soviet Governments, and Centralised Bureaucratic Administration, are not the pathway to a new heaven or an improved earth. But on the other hand, the Russian Revolution has demonstrated forcibly something else—something which is often overlooked. It is this. The proletariat may not be fit to govern, but it can prevent anybody else from doing it. It may not be wise enough, nor well-instructed enough, to run the car of progress, but it can always smash the machine. It has smashed the machine in Russia, and one hundred million people are groping about among the pieces trying to find out what it was that hit them.

Is it going to be like that in Britain? I trow not. But if not, it is up to the business men of England—and, I hasten to add, of Scotland, Wales and Ireland—to prevent it.

One great instrument there is, ready to your hand, for improving matters. That is—Advertising.

I am amazed when I note the odd indifference with which business men, newspaper proprietors, and advertising agents, regard this question of employment.

I look forward to the time when every decent paper and every self-respecting advertising agent will have a room specially set apart, and hours prescribed, for seeing the unemployed, giving them advice, and attending to their wants. Of course, there are quarters in which the parrot cry will be raised—Will it pay?

Advertising men sometimes complain that they are not treated with the reverence given to some of the older professions. Let them imitate the fine old tradition of the doctor, of whom it was said:—

> "From the rich he took pay,
> To the poor he gave physic away."

I can imagine a poor man's clinic where cures for unemployment were to be dispensed, in connection with a newspaper, and I believe that it would be of immense service at the present time. It would consist of a large hall, where the copies of the day's papers would be open free of charge to all comers. Little bureaus or private rooms would be provided. Each applicant would have an opportunity of telling his story to a kind of Commercial Father Confessor, who should be something of a psychologist, and something too of a vocational expert.

Have you ever read through a hundred or so letters of application for a job? It is an appallingly dull task, so few people would appear to be able or willing to tell the truth about their own characters and attainments;

Although I have drawn a fancy picture of an ideal newspaper office, where ideal arrangements would be made for dealing with this task, there is nothing to prevent the employers and the unemployed coming together through the medium of existing facilities.

It must not be thought that our great national newspapers are entirely neglecting this necessary part of their functions. Honourably distinguished among papers which deliberately cater for employment getting through their small advertisement columns are *The Times*, *The Daily Telegraph*, and among Provincial Dailies our own Birmingham paper, *The Post*.

Mr. Max Pemberton, the Advertising Manager of *The Times*, has sent me an interesting letter dealing with this subject, in which he says:—

"Many years ago, in the sixties and seventies, *The Times* Small Advertisements had the monopoly of Classified Advertising, and advertisers used to wait in queues at Printing House Square to take their turn in handing in their advertisements. The Management of *The Times* for some reason then decided that Classified Advertisements were a nuisance, and put a severe limit on the number of columns to be allotted to Small Advertisements. The immediate result was that these were snapped up by lesser contemporaries—one of whom set up a special office adjoining Printing House Square

and presented each advertiser with a coupon entitling him or her to a glass of beer at an adjacent hostelry—and we found *The Times*, just prior to the war, in quite a third rate position so far as Classified Advertisements were concerned. Under the present regime the value of Classified Advertising was immediately perceived, and the extremely difficult task of re-establishing *The Times* as the premier medium for Small Advertisements was begun.

A campaign was initiated in 1914, and was just beginning to show results when the war came, and everything had to be dropped. Directly the war ended, and the serious question of future unemployment became apparent, another Small Advertisement campaign was started, and it was felt that *The Times*, widely read as it is throughout the country, and by virtue of its name, should be the very best medium for small advertisements of all descriptions.

The first essential in building up Situation advertisements is to get replies, and this can only be effected in various ways—some of which are :—

1. Advertising—newspaper, hoardings, railways.
2. By ensuring that the small advertisements are read at all available libraries and public places, where the pages containing the classified columns can be pasted up, including Labour Exchanges.
3. By publicity in the newspapers—in other words, by keeping the small advertisements talked about in some way or other.

In the case of ex-officers and other ranks requiring situations, a half column a day was allotted free to the Ministry of Pensions, and this column has been instrumental in finding jobs for many hundreds of Ex-Service men.

We are constantly receiving letters from domestic servants, thanking us for the results of their advertisements in *The Times*, and we have purposely kept our prices low down in order to enable them to advertise.

Then again there is the employers' side of the business. How strange it is that with all the vast sums spent on advertising, the products of our manufacture, so few employers take the trouble to set out in an agreeable and readable fashion the story of the internal conditions as they affect the prospective employee !

If you have a big works and want to attract the best class of worker, use the small ad. columns of *The Times*, and other papers, by all means, but this should be followed up by printed matter setting forth the conditions of employment.

If you have a lavatory with hot and cold water laid on—say so. If you have playing fields, where young and old disport themselves on summer evenings at cricket, tennis and bowls tell people about them. If you have a state club, a sick fund, or a pension scheme—don't keep it dark. Describe in pictures and prose—and poetry, too, if need be—the life of the worker day by day in your factory or warehouse. It is a job eminently worth doing, and will pay a handsome dividend on the time, money and effort.

By way of proof let me cite an instance. You know that one of the most astonishing things about this unemployment problem is the labour turnover in some works. By that I mean the number of people who come and go in one year. In the United States a research was made on one occasion with regard to labour turnover in the metal industry. It was desired to increase the personnel permanently in a group of twelve factories by 6,700. To accomplish this no less than 42,600 individuals were engaged during one year. Such was the wastage of men through failure to retain their services. They were always getting sacked by the foreman or leaving of their own accord. The money cost of this wasteful system soon made itself felt. It was estimated that the wear and tear, time and material lost on teaching each man his job, cost not less than £10 per man, representing, when multiplied by 42,600, the respectable sum of nearly half a million.

It is worth while, then, to engage the right man at the start, and to retain his services if it be at all possible.

Advertising to Increase the Total Area of Employment.

All that I have been saying hitherto has referred to the business of getting a job—of parcelling out among suitable candidates the available employment. It is obvious, however, that such measures do not increase the total area of employment.

But here again the advertising does and will help. It is a potent force, which is capable of creating and discovering new markets.

A good deal of unemployment is due to fluctuating demand. Advertising steadies the demand and stimulates it. It pulls out a business in a definite, predetermined direction, instead of allowing it to flounder about, sagging now to one side and then to another.

We are faced with an extraordinarily difficult economic condition to-day. The prosperity of the country depends largely upon export business, and export business is still at an extremely low ebb. We are told that the obstacle to its revival is the condition of the foreign exchanges. The world is hungry for British goods, but it can offer in exchange for them only a depreciated currency. These national currencies are in many cases of doubtful value, and they are constantly fluctuating.

Well, when you want a thing badly enough, you generally try hard to get it. The task before you is to make people want British goods so much that they will invent methods of paying for them.

A grand co-operative effort to advertise British goods throughout the world is urgently needed ; in fact, it is long overdue.

It should consist in a press campaign in the great newspapers of every importing country, followed by the issue of catalogues, descriptive literature, translated into the language and expressed in the correct weights, measures and money values "understanded of the people." You must always make buying easy for the purchaser, and that is what British manufacturers often fail to do.

Advertising is a gigantic energising power, and it's for you to harness it to your diverse and many-sided activities and translate it into a force which can bring prosperity and contentment to every home in Great Britain. (Loud applause.)

The Chairman, in thanking Mr. Morris for his most interesting lecture, said there were few things which affected business men more than the terrible problem of unemployment. It had been instructive to hear that problem carefully and thoughtfully analysed; the reasons for it, and cures which could be applied. In his remarks about the idealistic newspaper and advertising agent's office, he (the chairman) thought Mr. Morris had expressed the thing which was missing in the present Labour Exchanges; they were too cold and official, and if more humanity could be imparted to them in some way such as Mr. Morris had been outlining, they would be infinitely more service to the unemployed for whom they catered. (Applause.)

With regard to the other cure, namely, more employment, he felt sure they would all go away with many thoughts as to what could be done to advertise their particular commodities in the best possible way. It was not enough to make an article well, it had to be advertised well if it was to sell. The truths Mr. Morris had brought before them would help all to realise that it was in the hands of the business men of the country very largely to cure the terrible unemployment from which all were suffering at the present time. (Hear, hear.)

A very hearty vote of thanks was then tendered to Mr. Morris for his instructive lecture.

Elimination of Industrial Waste.

The Lecturer at the Efficiency Exhibition, on the afternoon of May 27th, was Mr. Robert Stelling, Dipl.Eng.F.C.W.A., the well-known Consulting Industrial Engineer, who spoke upon the subject of "The Elimination of Industrial Waste." Mr. William Deakin was the Chairman, and in a brief practical speech he introduced the Lecturer. The subject, he said, was of great importance, because only by the elimination of waste could they possibly make profits in such strenuous times as the present. Wonderful experiments had been made, and some remarkable results had been achieved, simply by studying how processes could be simplified. He would himself give them a practical example of the elimination of waste by bringing his remarks to a close in order to afford the lecturer ample scope. (Laughter). The days were gone when all you had to do was to produce an article and clap on a good profit, knowing that the consumer would have to pay for it. They now made their profits on what they saved. However, he would now eliminate all his own verbiage, and get the practical speaker on his legs.

Mr. Stelling said :—

Although we may try to cheer ourselves up by adopting the method of M. Coué, and keep on saying, "Day by day, in every way, trade is getting better," we are all bound to admit that Industry is in a very unhappy state to-day. Prices are high, and buyers are unable to pay them; keen competition and irregular exchanges all make "easy money" impossible of achievement. The one great fact to face to-day is that profits can no longer be *made*; they can only be *saved*. This fact must be faced by all; by capital, by labour, and by management; for there never was a greater need for economy than the present. That is why you have all come here to the "Efficiency Exhibition" to-day, to try to learn how to do things a little better, a little cheaper, a little more "efficiently" than heretofore.

Let us be quite clear what we mean by economy. In the first place, "cheese paring" is not economy. Any fool can reduce expenditure by discharging employees. Many times even a very wise man is compelled to follow this course. But true economy is the wise utilisation of resources, the ruthless hunt after waste, and its equally ruthless cutting out when found.

The best definition of Efficiency which I have heard as yet is, "The reduction of the non-essential and the development of the essential." This definition is important because it puts the question of skilled service and good organisation into the proper perspective. Far too many manufacturers are prone to look upon the reduction of all service which is not actually employed in the actual production of saleable commodities as the first aim in reducing costs. It must be realised, however, that in these days the services of a skilled staff are of far greater value than ever, and one of the important lessons to be learnt to-day is that skilled accessory services, properly "developed," form an "essential" in the reduction of "waste," which all will agree is a "non-essential."

Once we realise the difference between the essential and the non-essential in industry, we arrive at a clear idea of our objective, for the non-essential must be regarded as "waste" to-day, something which cannot be tolerated if we are to maintain the standard of living which we have so laboriously raised in the past twenty years.

I want you to take the widest possible view of "waste," or "non-essentials," and therefore in discussing its elimination. I want you to consider it under five headings :

Waste of Material.
Waste of Time.
Waste of Energy.
Waste of Skill.
Waste of Management.

Waste of Material.

Comparing the conditions of to-day with those which existed ten to twenty years ago, it will be agreed that much is being done to obviate that waste of material which used to occur.

Even to-day we find many leaks which are obvious. Too much material is frequently issued for lack of exact instructions, and the unused balance is thrown under the bench or the machine; spoilt pieces are "buried" or forgotten, especially when no restrictions are placed upon the obtaining of replacements. No effort is made to use up these defective parts, nor indeed to utilise

waste material as might be possible with better organisation. Generally speaking, waste and even pilferage exist as the direct result of inadequate stores. Less obvious sources of material wastage include the spoiling of material for lack of proper training of the worker, for lack of proper instructions and the provision of adequate tools—all these being faults of employers of "management," and because of a spirit of indifference which appears to be prevalent among workers just now. This latter is a symptom of industrial unrest to a certain extent, but not entirely, for in many cases it follows as the result of mistaken views on the questions of production and wealth.

Waste of Time.

In the last analysis, all wastes may be measure in terms of time. Material may be replaced and mistakes rectified, but time is something which cannot be renewed, hence is the most important and valuable factor in production. It is a factor which is capable of possibly more exact measurement than any other, hence there should be no excuse for the elimination of this waste.

Direct time-wasting may be observed in stopping and starting work—a flagrant breach of contract and of morals—in deliberate "spinning-out a job," in looking for tools which should be "available and adequate," in fetching shortage replacements or process material from stores, in breakdowns due to inefficient maintenance, in rectification due to inadequate process inspection, in "post-mortem" examinations made long after a job has gone wrong and due to inadequate production control and costing, in machines standing idle for lack of work, instructions or crane service.

The foregoing will account for about half the time wasted in any factory, the other half will be found in inefficient operation methods. Due to lack of study, lack of standardisation and lack of training, literally hours of work are wasted weekly and for this there is no excuse.

Waste of Energy.

Lack of study is principally the cause of this, lack of consideration being also responsible. Energy and vitality are wasted where heating, lighting, ventilation, canteen accommodation are not given the attention they ought to receive along well defined lines now recognised as "standards." Less obvious but equally important sources of waste of energy are to be found in the absence or inadequacy of seats, the unstudied heights of work and seats, and inadequate tools and handling devices. The unnecessary fatigue in any factory costs at least 1s. per day per worker, enough to pay for the most ideal system of education with salaries which would adequately reward and attract the right type of teacher.

Waste of Management.

Possibly this form of waste is most difficult to realise, or, at any rate, to evaluate, but its reality and its existence are only too patent to students of industrial problems. Briefly, through the influence of tradition and for lack of a clear definition and appreciation of the functions of management, this waste is to be found in the misdirected energy of executives performing work which can and should be done by subordinates, coupled with over-lapping, lack of "conference" (as distinct from "conversation") and absence of standards of procedure. The net result is that such a manager "never has time," and certainly is unable to devote sufficient to the "creative thought," which is the most valuable work that a high-priced executive can perform. Obstruction or passive resistance by uninformed labour to progressive schemes is another cause of waste of management, and lack of study by executives on the lower rings of management, also results in "waste."

Now after considering the foregoing outlines of the sources and causes of waste, it is clear that these can be charged to the accounts of both employers and employees. Both sides are in a measure to blame and the root cause is probably the same as that which affects all functions whose efficiency is measured by the difference between input and output. This is friction, mechanical friction wasting mechanical effort, and pyschological friction impeding industrial efficiency. Failure to observe that the well being of industry is bound up with the identity of the interests of both sides has been responsible for this friction, and once we overcome this great stumbling block we can proceed with constructive measures to make industry more pleasureable and profitable for all.

It is essential that all parties should accept as a fundamental basis of agreement the four principles of management, enunciated by Taylor in 1906. These are :—

1. The substitution of exact knowledge, study and analysis for rule of thumb and traditional methods or practice.

2. The scientific selection: training and development of the worker.

3. The ensuring of the hearty co-operation of the worker.

4. The correct division of responsibility between the management and the workers.

These four great principles, recognising as they do the predominance of the human element in industry, embody all that is necessary, not only to ensure industrial harmony, but to make industry profitable by the elimination of waste as distinct from passing the cost of waste on to the consumer.

The chart shown below indicates the actual methods which must be employed. (These were dealt with in considerable detail and examples were given of actual results bearing out the author's contentions).

The great essential in the elimination of waste is of course exact measurement accompanied by records. Measurement, or the comparison with standards, is something which cannot be refuted ; it is an unanswerable argument. Coupled with an adequate system of records this is the most important step to be taken in the elimination of waste. Using the date obtained by recorded measurement, we can apply analysis and synthesis, examining, cutting out, altering and rebuilding all our operations in works and offices until we achieve the economy we desire.

Now how can employers and workers co-operate to achieve this most vital economy? Obviously the first step is mutual confidence, engendered by Whitley Committees and Conferences such as these. Labour must put aside their "long memory" and when broad-minded employers come forward with serious proposals for improvement of efficiency these must not be opposed merely on account of an idea that, as one labour leader openly stated, "The employers are the only ones who benefit in the long run." We are past that stage to-day, and are being compelled to adopt a totally different policy than the one which I describe as "policy of least mental effort" and which consists of "Ca' canny" in wages and "Ca' canny" in production. Such a conflict is the prime cause of the "friction" which brings about waste.

Employers must take their staffs and workers more into their confidence and their counsels, for there is a vast unexplored mine of potential ability in the inherited craft skills of the British artisans. Adequate reward and promotion must be guaranteed for services rendered. Labour on the other hand must refrain from stultifying initiative through its opposition to individual payment by results, must drop their opposition to such measurement as will lead to improvement of processes and reduction of fatigue. By the elimination of waste it is true that work can be performed in a shorter time, hence organized short time *but at high efficiency* may have to be conceded by employers and workers until the economy achieved brings about expansion of business. One thing is certain, industry will never recover in this country, nor will it be able to pay the adequate rewards we all desire as long as these *really enormous* wastes are allowed to occur daily, and it is the clear duty of all who are engaged in any industry to prepare a constructive programme and to get it into action as speedily as possible.

At the close of his address Mr. Stelling exhibited a number of most practical and interesting slides demonstrating how all that he had advocated could be carried out in actual practice. He first of all showed the following chart, which he afterwards carefully explained. It dealt with Taylor's four great principles of management, and called attention to the four principles on which capital and labour must agree if they were to eliminate waste.

The Chart of Scientific Management.

	WASTES TO BE ELIMINATED.				
Taylor's Principles.	Of Management.	Of Skill.	Of Time.	Of Material.	Of Energy.
The Study of the Job.	Statistical Records.	Micro Motion Study.	Technical Planning.	Inspection and Testing.	Position Study.
Selection, Training and Development of the Worker.	Staff Training.	Apprenticeship or Grading.	Standard Practice Instructions.	Training Area.	Vocational Tests.
The Hearty Co-Operation of the Worker.	Whitley Committees	Rewards for Suggestions.	Payment by Results.	Standardised Conditions.	Fatigue Study.
Division of Responsibility.	Functional Organisation.	Staff Conferences.	Output Planning.	Stores Organisation.	Standards of Procedure.

Note.—To the right of Taylor's Principles read the methods by which economic waste can be eliminated.

One specially interesting slide emphasised the importance of a Planning Department. The function of this department was to see that the whole works were kept going smoothly and evenly, and that no one section had to wait because of lack of material, or tools, or the due arrival of work from other departments. He attributed great results to the institution of a really good planning department.

He then showed a slide which depicted a girl dealing with recording cards. Instead of having to reach up for these, they were below her hand in a sunken desk below the level of the table. That meant a great saving of time and effort.

Another series of slides showed what could be done by careful attention being paid to the lighting of a shop or room. He showed views in which the light fell right on the worker's eyes, and also demonstrated how, with a little care, the light could be so manipulated that it would fall exactly where it was wanted. That meant reduced eye strain, and more effective production.

The Lecturer dealt with the use of dull white paint for factories. Many people thought that white paint was harmful, in that it produced a glare. White enamel paint did, but dull white paint did not; it was the ideal

paint to use, and added greatly to the effectiveness of the light.

Then came slides demonstrating how time could be saved by the work coming automatically to the operator. One slide showed how by ingenious appliances of a simple character four girls did in four days what seven girls used to require seven days to perform.

One slide showed the assembling of motor engines by a skilled arrangement of the parts and the tools, one man made an engine completely, and found a greatly increased interest in his work. That was possible, simply because all the work was judiciously and thoughtfully planned. It meant that what used to take five days was done in three and a half.

Mr. Stelling, who was loudly applauded at the close of his address, was cordially thanked for his interesting and instructive lecture, which was without doubt of special value to the modern business man.

Evolution of Chambers of Commerce.

Benefits which Traders Derive.

The evolution of Chambers of Commerce provides some interesting reading. In dealing with this subject at the weekly luncheon of the Birmingham Rotary Club on the 19th of September, Mr. G. Henry Wright dipped into the remote past, and also visualised the great possibilities of the future if every trader was connected with his own association and was a member of the Chamber of Commerce. From the earliest times, he pointed out, the importance and, indeed, the necessity of association had everywhere been recognised, and it must be said truthfully that organisation had been the invariable rule in all cases where common interests were concerned. It was their custom to pride themselves upon the strength of their individualism, but in their pride they were inclined, perhaps unconsciously, to overlook the supreme advantage they received from association or combination with other similar interests. They must nurture their individualism, but in so doing they must not forget the economy of association nor must they fail to realise that the stronger they were as individuals the more powerful they would be in combination. Mr. Wright referred to the "Gilds" of mediæval times, when the difficulties of trade were so great that merchants were compelled to unite in bands for a journey. As the volume of commerce increased there was a growth of associations of merchants formed for the protection of their common interests, as distinguished from their individual interests. These associations had reasons for their organisation which though different in detail were nevertheless analagous in principle to the reasons which brought about the formation of Chambers of Commerce. At the present time distant commerce was not exposed to armed attack, but it was exposed to the work of trade rivals and the ever-growing volume of legislation and restriction imposed by foreign Governments, to customs tariffs which were continually being increased, to double taxation in many cases, and to other obstacles which greatly impeded trade. Internal commerce was also seriously affected by home legislation, taxation, and transport rates to name only a few.

The Value of Association.

Obviously it would have been impossible for each individual trader to deal with the matters himself, just as much as it was impossible in the earlier days for a single trader to ward off an armed attack. Thus it became necessary to organise for mutual protection, and this was affected by the creation of Chambers of Commerce. The appearance of Chambers of Commerce coincided with the appearance of the modern State, that was to say, of the modern Governments which, whether autocratic, aristocratic, or democratic, agreed in this characteristic that they exercised a large measure of control over the activities of their citizen. In Continental countries Chambers of Commerce were constituted mainly upon the French model, everywhere having a larger place than in Great Britain in the administrative system of their country; everywhere enjoying a practically secure revenue, conferred upon them by statutory enactment; everywhere their functions and membership were regulated by legislation and official supervision. In the United Kingdom, as was well known, Chambers of Commerce were entirely voluntary institutions. As early as July, 1783, the commercial community, according to the historical records of Birmingham, began to realise the need of a new form of organisation. A body called "The Commercial Committee" was set up, and so far as could be ascertained similar bodies were formed in or about the same year at Leeds, Halifax, and Exeter. The Manchester committee was not formed until 1794. The Birmingham Commercial Committee might be regarded as the first Chamber of Commerce, but they quarrelled badly in 1790 and temporarily broke up. In 1794 the newly-established Manchester society communicated with Birmingham, and the organisation was revived as "The Birmingham Commercial Society." At the end of the 18th century the need for federation among commercial societies was somewhat keenly felt. This resulted in the establishment of a Union which was, no doubt, the precursor of the idea embodied in the present Association of British Chambers of Commerce. It was in the year 1813 that the Commercial Society, which had been either dormant or dissolved, was revived as a Chamber of Commerce. Since then Chambers had from time been formed in various parts of the country until now there was a net-work of such Chambers to the number of about 120, with an aggregate membership of over 45,000, federated under the Association of British Chambers of Commerce, which, numerically and actually, was the most powerful commercial organisation in the United Kingdom. Trade associations Mr. Wright regarded as an indispensable part of the commercial organisation of any country. If every trader belonged to his own particular trade association and worked earnestly and loyally in the interests of his fellows as well as himself, and every respectable trader became a member of a

Chamber of Commerce they would have a commercial organisation the power of which would be felt from one end of the country to the other.—*Birmingham Post*, 20th September.

Report on the Industrial and Economic Situation in Greece.

(*Continued*).

Amongst the principal sufferers from the aforesaid situation have been British textile manufacturers, who, in many cases, have unfortunately been obliged to cut their losses, and either compromise with the consignees, calculating their invoices at a higher rate of exchange than that actually ruling and accepting payment in Greek currency on this basis, or by finding other buyers for their goods and selling them for what they would fetch.

This abandonment of British goods was so extensive that at one time there was said to be over £1,000,000 worth of goods lying unclaimed in the Piræus Customs House for which the Athens bank held the documents. This amount has since been very considerably reduced as the Consortium has gradually granted sterling exchange, whilst the stocks of goods on the Greek market have gradually become depleted, or shippers have been able to come to some arrangement with the consignees whereby these latter took up the goods in consideration of an allowance.

In many cases, the element of speculation entered largely into, and was responsible for, the Greek merchants' failure to take up goods ordered by them. They deferred payment hoping from day to day for an improvement in the exchange, until finally the drachma had depreciated to such an extent that the consignee had incurred a very heavy loss. It will be easily understood that a Greek merchant, who had ordered goods when the drachma was in the neighbourhood of 30 or 40 to the £ sterling, would not be anxious to take delivery of these goods when he had to pay at the rate of 100 drachmas to the £ in order to do so. All the more so has it been the case in the textile and other markets, when the consignee found himself not only faced with a very considerable drop in prices in the markets of supply, but also saw that his competitors, ordering at a later date, could obtain the same goods at a much lower price.

The instability of the exchange is also to a very large extent responsible for the unsatisfactory trade conditions at present ruling in this country. The Greek merchant naturally looks for an improvement to be brought about by more settled political conditions, or by a cessation of the campaign in Asia Minor, and for this reason he hesitates to commit himself for orders for goods which are not going into immediate consumption, or to incur any obligation beyond bare necessities.

Foreign Competition.

In 1914 the principal countries exporting to Greece were as follows :—

Country of Origin.	Imports. Drs.
United Kingdom	65,103,652
Austria Hungary	58,986,263
Russia	30,391,081
Germany	27,797,223
France	23,111,075
Italy	21,466,852
United States	21,199,373

Post-war production from Central Europe was at first reduced in favour of Great Britain, the United States, France and Italy.

To-day it is evident that countries with depreciated exchanges are able to do better trade with Greece, and for this reason Italy is going ahead while Czecho-Slovakia has appeared as a serious exporter to Greece, and Germany is making remarkable efforts to recover her pre-war position. It is a most interesting fact that, whereas German trade with Greece in 1920 was insignificant, it has in 1921 surpassed the pre-war 1914 total, *i.e.*, some twenty-seven million drachmas.

The actual figures for 1921 are not yet available, but as far as can be ascertained the imports from Germany (which are monthly on the increase) will represent close on Drs.55,000,000.

The percentages of imports from foreign countries during the first eight months of 1921 are as follows :—

	Per cent.
United Kingdom	15.3
Egypt	3.5
United States	24.1
Italy	9.4
France	8.3
Germany	5.1
Belgium	3.1

To-day Greece imports large quantities of grain and flour from Canada, because the Roumanian and Russian markets are closed.

Owing to the disadvantageous rate of exchange on London, British goods are at present meeting with very severe competition, especially in the undermentioned lines :—

Hardware.—Steel plates, angles, joists, etc., are arriving principally from Antwerp and Germany, these countries being in a position to deliver at prices with which British houses cannot compete. Small hardware, such as tools, locks, enamelled goods, etc., are arriving in great quantities from Germany and Czecho-Slovakia.

Glassware.—Czecho-Slovakia is again to the fore in this market, and is exporting considerable quantities of low class fancy glass goods to Greece, at very low prices.

Motor Cars.—New cars which have arrived during the past year have been for the most part of German manufacture, and there are very few British cars to be seen. The popular car at present is the Mercedes, which, by virtue of the low German Exchange, can be supplied at prices with which British firms cannot compete.

Pharmaceutical Products.—The Germans have practically re-established their pre-war ascendancy in these articles, and German specialities are again to be found in all the shops. The Germans are also doing considerable trade in heavy chemicals, and considerable quantities of copper sulphate, etc., have been imported from Germany.

Sodas.—Sodas were formerly practically a British monopoly, but to-day large quantities are imported from Antwerp. The quality supplied is said to be good, and the price much cheaper than that of the British article.

Crude Oil and Gas Engines.—A great many engines have been imported from Germany during 1921. A 20 B.H.P. engine which from Great Britain costs about Drs.40,000 can be supplied from Germany at Drs.17,000 to 18,000. Recognised British makes of engines are, however, preferred owing to their reliability, but in view of the disproportionate price, Greek factory owners are strongly tempted to equip their works with German engines, and to risk results.

Outlook for the Coming Winter.

Unity, the monthly journal of the National Alliance of Employers and Employed, contains in the September number the following article dealing with unemployment :—

"In measured words, Dr. Macnamara, in an article contributed to the *Observer*, declares that there is every possibility of unemployment increasing during the coming winter 'if the influence of the seasonal depression outweighs the tendency to improvement shown in recent months.' Sir Lynden Macassey, a trained observer in industrial movements, goes so far as to declare that 'the really critical time in regard to unemployment will be the forthcoming winter, 1922-1923.' He gives cogent reasons in that 'Trade Union out-of-work benefits have shrunk and dwindled through lack of funds. Homes, furniture, utensils, &c., with two winters' hard times, have wasted down to the bare bone, clothing is worn out, and there is little or no reserve of resources; in some districts conditions fill one with apprehension.'

"These pronouncements might be supplemented by other equally authoritative opinion.

"The number of registered unemployed is now approximately 1,328,600, and the Minister of Labour thinks that this year it is not likely to fall below 1,200,000. The situation, unfortunately, is worse than this, for the official figures never correctly represent the actual number unable to secure unemployment. On the other hand, there have recently been indications in the Press that conditions will not be this winter 'quite so severe,' but in spite of the tendency to a recovery of trade, nothing short of a miracle could establish a national prosperity sufficient to bring work and wholesome occupation to the thousands that are gradually becoming more and more demoralised by enforced dependence on loans and Government allowances. This is the third bad winter in succession, and the Minister points out that 'its pinch will inevitably therefore be more acute, and particularly in the industries and localities which have continuously been and still remain below the level of the country as a whole.'

"Never in the history of this country have such elaborate and far-reaching plans been put into operation for the relief of the sufferings of the unemployed. Never was it dreamed that such sums would have to be voted, either in direct assistance or by way of subsidies to Local Authorities, for relief work. Yet, with all these provisions, the fringe of the problem has hardly been touched, and not one penny has in any way contributed to prevent a recurrence of the evil. It has amounted to a passing solace, leaving the victim to the inevitable consequences of patchwork remedies. A perusal of the actual amounts devoted to the relief of unemployment since the Armistice up to the middle of this year is worth while, if only to refresh our minds as to a condition of affairs with which we are gradually allowing ourselves to grow familiar by its continued persistence.

The following items of national expenditure to mitigate this evil are not without significance, and we make no apology for quoting them in detail :—

Unemployment Relief Works	£26,819,600
Out-of-Work Donations, etc.	144,000,000
Export Credit Scheme	26,000,000
Guarantee of Loans	25,000,000
Accelerated Government Contracts ..	563,000
Loans to County Councils (small holdings or ex-service men)	12,269,000
Land settlement of ex-service men ..	1,523,860
Resettlement Training, Civil Liabilities and Overseas settlements	31,972,000
Contributions by Local Authorities to Relief Works	12,694,000
Contributions from National Relief Fund ..	375,000
	£281,216,460

"A fund of £20,000,000 accumulated under the Unemployment Insurance Act, 1911, has been exhausted; the machinery this Act set up has proved ludicrously inadequate to fulfil its designed purpose, and periodical amendments and extensions of its powers have had to be hurried through Parliament to meet extreme necessities. There is nothing which lends any gleam of hope that this process will not have to be repeated for another twelve months, with no result other than that the evil has been only partially kept at bay. Relief and palliative measures are necessary, it is true, but our attention should at this moment be directed to the future.

"We accept, though perhaps often unconsciously, the inalienable right of man to life, liberty and the pursuit of happiness, but the extent to which this has been secured to us by past generations must not necessarily be the measure by which we endeavour to determine these rights for posterity. The problem of unemployment to-day is not the same problem of pre-war

days, neither in extent nor altogether in essence. The war has given to the layman experience of the economic dependence of nations and the increasingly difficult problem of employment, and has confirmed theories which but a few years ago were thought to be 'advanced' or 'dangerous.' But economic laws are relentlessly cruel and they respect only the minds that will comprehend them, having no sympathy for those who fall by the way from their ignorance. To-day, most countries are suffering from a deliberate disregard of the laws that govern our commercial well-being, both nationally and internationally. Our efforts, therefore, in all seriousness should be directed to seeking the way out. The old habit of mind and old methods will bring the old disasters, and nothing short of a re-orientation of the national mind can establish a lasting prosperity and eliminate this worst evil of our industrial system.

"Unemployment has received perhaps more attention by economists and social reformers than any industrial problem. In spite of this, the evil recurs with a demoralising persistence, and we find that the social resources for those who suffer under the evil are always inadequate. If it is accepted that unemployment is inherent in our present system, that Industry as now organised cannot work without these periodic slumps affecting the lives of thousands, the least that can be done is the provision of adequate facilities for the maintenance of those temporarily "stood off."

"Industry as a whole never felt to any great degree that the responsibility of unemployment was one that it should bear. There are certain notable exceptions where magnanimous employers have launched schemes for their own industry, but these are very few. They are, nevertheless, striking examples of what is possible in this direction.

"It is debatable whether Industry as a whole or the State would provide the better machinery for dealing with unemployment; one thing, however, is patent—that the experience and knowledge peculiar to separate industries, and without which no comprehensive schemes could be set up, must come from the industry itself. Hitherto the wide experiences of many concerns has not been available to experts, and no co-ordination of action has been possible to meet recurring crises. The Unemployment Sub-Committee of the National Alliance recorded this need after careful sifting and weighing of much valuable evidence. The Committee urged that a National Board of Enquiry on the question of unemployment should be set up; that it should be composed of experts, and representatives of industries and trade unions, who could submit evidence on the question as it affected the particular industry they represented. Further, there is no reason whatever why the experts on this Board should not examine, with due impartiality, many of the recent contributions on the subject. Schemes such as that set working by Messrs. Rowntree and others provide concrete instances of the principle of industry bearing the burden of its own unemployment problem and bearing it efficiently. Mr. McCurdy, M.P., has recently published in the Press a scheme applied to the boot and shoe industry and based on contributions no greater than those paid at present, but with much greater benefits. In yet another direction, Mr. Henry Lesser, LL.D., President of the National Federation of Employees' Approved Societies, has given tangible proof of how the problem can be met by individual firms and industries, and in which scheme the co-operation of the Chambers of Commerce plays an important part as Labour Exchanges. The scheme has worked to a degree, and its possibilities are not widely enough known. These are examples of practical application, and should, we suggest, be examined by a National Board and their best points applied in the national interest. In addition to this, the Board should have terms of reference sufficiently wide to enable it to examine the theories and schemes, as they affect unemployment, of such writers as M. Gustav Cassel and other prominent economists, and the line of thought represented by those who find the solution locked up in the financial policy, such as Major Douglas and Mr. Arthur Kitson, and other notable thinkers who have given serious attention to the question.

"The Committee on National Expenditure realised the need for such a Board, though the powers they would accord it are totally inadequate. The Geddes' Report suggested that a 'committee should explore the possibility of placing unemployment insurance on a basis of insurance by industry.' Following this suggestion the Ministry of Labour, we understand, is now busy examining schemes of this type. We feel, nevertheless, useful as this Committee's work will be, its results will not be so far-reaching as the findings of a National Board constituted of representatives of industry, trade unions and individual experts who have made a protracted study of the subject. More and more the need for consultation between industries grows apparent, because their interdependence is increasing in consequence of industrial consolidation. Not on this point alone should we take the long view: the increasingly difficult task of securing foreign markets will eventually force us to take into consideration the international aspect more than we do at present, and understand its bearing on our own economic and social life. A Board having such powers as indicated could apply itself continually to these problems, and as far as unemployment particularly is concerned, its urgency cannot be overestimated.

British Nationality and Status of Aliens Act, 1922.

The Association of British Chambers of Commerce which took a prominent part in advocating the amendment of the British Nationality and Status of Aliens Act, 1914, has just received an important communication from the Home Office on the effect of the new Amending Act recently passed as a result of its representations. The Act is of great importance to all Britishers resident abroad. The following is a copy of the communication received from the Home Office:—

(Copy.)

Home Office, Whitehall.

28th September, 1922.

Sir,—I am directed by the Secretary of State to refer to your letter of the 21st August, on the subject of the British Nationality and Status of Aliens Act, 1922, and to enclose for convenience of reference a copy of the Act.

The Secretary of State thinks it may be of interest and assistance to your Association and to Chambers of Commerce generally to have an abstract of the effect of the Act as he understands it, pending any authoritative interpretation by a competent Court of Law.

The provisions of the new Act apply only to the legitimate children born of fathers who are British subjects at the time of the children's birth.

The present position with regard to children born abroad of British fathers is accordingly as follows :—

(1) Children of the first generation, whenever born, are British subjects.

(2) Children of the second generation—

(a) If born before the 1st January, 1915, are British subjects.

(b) If born between the 31st December, 1914, and the 4th August, 1922, are British subjects, provided that their birth is registered at a British Consulate within one year of its occurrence, or before the 1st August, 1923, whichever is the later date.

(c) If born on or after the 4th August, 1922, are British subjects if their birth is registered at a British Consulate within one year (or in special circumstances two years) of its occurrence.

(3) Children of the third generation—

(a) If born before the 4th August, 1922, can only benefit by the new Act provided they are not already too old for their birth to be registered within one year (or, in special circumstances, two years) after birth. For example, the birth of a child born on the 1st October, 1921, must be registered before the 1st October, 1922 (or, in special circumstances, with the consent of the Secretary of State, the 1st October, 1923).

(b) If born on or after the 4th August, 1922, become British subjects if their birth is registered within one year (or, in special circumstances, two years) after its occurrence.

(4) Children of the fourth and subsequent generations born abroad will in due course come within the scheme of the new Act, and will accordingly be eligible for registration provided that the father at the time of the child's birth is a British subject, either in consequence of the operation of the provisions of the new Act or otherwise.

The necessary instructions for the provision of facilities for registration have been issued to all British Consular Officers concerned, and will shortly be issued to British residents and representatives in British Protected States. The registration will fall into the regular system of registration of births of British subjects abroad. In any cases where provisional registration has already been effected the applicants will be well advised to communicate at once with the British Consul concerned.

You will observe that, although the persons registered under the provisions of the new Act become British subjects immediately on registration, they will cease to be British subjects unless, within one year of attaining the age of 21, or within such extended period as may be authorised in special cases by regulations made under the Act, they assert their British nationality by a declaration as may be prescribed by the regulations.

The provisions of the Act do not apply in countries in which His Majesty exercises extra-territorial jurisdiction. The children born in such countries of British fathers acquire British nationality at birth, and their nationality is therefore not dependent on registration under the new Act, though the birth should, for the purpose of record, be registered in accordance with the established practice.

Trade with Belfast and District.

The Secretary of the Belfast Chamber of Commerce writes as follows :—

"Merchants in Belfast and District have recently received from manufacturers and merchants in various parts of Great Britain letters to the following effect :—

"'Owing to the unsettled state of Ireland, we are now obliged to make the terms cash with order, etc.'; they have also learned that officials of railway companies in Great Britain, on the pretext of 'the unsettled state of Ireland,' occasionally refuse to accept consignments of merchandise for Belfast and district.

"It is assumed that such action on the part of manufacturers and merchants and Railway Officials is due to ignorance of the actual state of things in Northern Ireland generally, and Belfast and district in particular. I, therefore, wish to point out that so far as Belfast and Northern Ireland are concerned, there is no valid excuse for the new impositions in the matter of terms, which unwarrantably reflect upon the credit of one of the thoroughly solvent parts of His Majesty's Empire, or for refusal on the part of carriers to accept consignments in the ordinary way.

"Business proceeds in Belfast and Northern Ireland as formerly, and the financial stability of the mercantile community remains intact; for instance, Belfast Corporation Stock stands above par; Belfast fine trade Bills can be negotiated at the minimum.

"The facts show that there is no greater risk in carrying merchandise from any part of Great Britain to Belfast and district than is experienced by the Carrying Companies in the daily conduct of their affairs in any part of Great Britain."

At a meeting of the Armagh Chamber of Commerce, held on the 26th September, the following resolution was passed :—

"The Armagh Chamber of Commerce being aware that ordinary trade credit and Railway and Shipping facilities in England and Scotland are being greatly restricted from manufacturers, traders and merchants in Northern Ireland, on the assumption that trade is not normal and business is not being carried on as usual, is of opinion that this statement should be

officially contradicted by the Government of Northern Ireland and published in such a way as to show that it is without the slightest foundation. Great injury has been done to our trade by these false rumours getting into circulation, and we trust the Northern Government will lose no time in assuring all business men in Great Britain that no other than ordinary trade risks are being undertaken in Northern Ireland.

"That copies of this resolution be sent the Minister of Commerce, Northern Ireland, and to the Chambers of Commerce in the United Kingdom."

British Claims Against Austria.

The attention of members is drawn to the following announcements issued by the Board of Trade :—

The Administrator of Austrian Property has under the powers conferred upon him by Article 1 (XIV.) of the Treaty of Peace (Austria) Orders 1920-22 and with the approval of the President of the Board of Trade prescribed the thirtieth day of December, 1922, as the final date by which proofs by British nationals of debts due to them by Austrian nationals, or of pecuniary obligations of the Austrian Government under Article 248 of the Treaty of St. Germain-en-Laye, and other claims by British nationals against the Austrian Government, must be made in order to rank for payment of the first dividend to be declared by him out of the Austrian assets within His Majesty's Dominions or Protectorates which are subject to the charge created by Article 1 (IX.) of those Orders.

British nationals who have claims against Austrian nationals or the Austrian Government under Part X (Economic Clauses) of the Treaty of St. Germain-en-Laye, with the payment of which the Austrian assets above referred to are charged, and who have not yet lodged their claims upon the prescribed forms with the Department for the Administration of Austrian Property, Cornwall House, Stamford Street, S.E.1., should do so immediately, as any such claims lodged after the thirtieth day of December, 1922, will only be permitted to rank against any surplus of the above mentioned Austrian assets which may remain over after payment of the said first dividend.

The prescribed forms of proof of claim may be obtained on application to the Administrator of Austrian Property at Cornwall House, Stamford Street, S.E.1.

Distribution of Reparation Dyestuffs.

The Board of Trade desire to draw the attention of consumers of dyestuffs to the fact that the distribution of such quantities of dyestuffs as are obtained from Germany as Reparation is now being carried out by the British Dyestuffs Corporation, Ltd., which Company has been appointed agent of the Board of Trade in the matter as from 1st September, 1922, in place of the Central Importing Agency.

This change in agency has been accomplished by certain modifications of the arrangements formerly in force which it is hoped will prove to the advantage of consumers :—(1) All prices now quoted will include delivery to purchasers' ports or stores, and will not be subject to the 1 per cent. commission hitherto charged. (2) Such prices will be in respect of 60 lbs., 120 lbs. or 240 lbs. packages (which will be free and not returnable) and a reduction of 1d. per lb. will be made on all purchases of 1 cwts. or upwards, whilst in the case of purchases of not less than 1 ton the standard price will be subject to a reduction of 2d. per lb. On the other hand purchases or less than 60 lbs. will be subject to an addition ranging from 1d. per lb. in the case of 20 lbs. lots to 3d. in the case of 1 lb. lots to cover the cost of extra packing. (3) At the discretion of the British Dyestuffs Corporation 30 days credit on all accounts may be given.

In all other respects the British Dyestuffs Corporation will act solely under the direction of the Board of Trade and will follow the practice hitherto in force of distributing the dyestuffs under their original German denomination and as far as possible in their original packages.

Any additional quantities of dyestuffs which may be received from time to time will be reserved for a period of not less than 14 days for actualf consumers, and notification of arrival will continue to be given as hitherto through the Colour Users' Association, though in addition lists of stocks held and current prices will be issued periodically by the British Dyestuffs Corportion. The first of such periodic lists will be available in the course of the next few weeks. At the expiry of the period referred to above during which dyestuffs are reserved for consumers, they will be available to the trade generally.

Prices will continue to be fixed by the Board of Trade and will be reviewed from time to time in accordance with general market conditions.

All enquiries on the subject should, in the first place, be addressed to the British Dyestuffs Corporation, Ltd., Reparation Department, 70, Spring Gardens, Manchester.

Mersey Docks and Harbour Board.

Reduction in Rates.

The Mersey Docks and Harbour Board have issued a circular to the effect that on and from October 1st, 1922, the following reductions came into operation :—

1. The Inward Foreign Dock Rates and Town Dues on the Articles named to be reduced as follows :—

		From		To	
		s.	d.	s.	d.
Cotton Wool	Ton	4	0	3	6
Wool	,,	6	0	3	6
Wheat and Indian Corn or Maize	,,	2	0	1	9
Meat fresh and Beef Dried or jerked	,,	4	4	3	10
Bacon and Hams	,,	4	0	3	6

2. The Dock Tonnage Rates and Wharf Rates on Ships, and the Dock Rates and Town Dues on Goods, foreign and coastwise, inwards and outwards, to be reduced by five per cent.—this reduction also to apply to the reduced Rates and Dues mentioned above.

3. All Goods imported from Foreign Ports and exported to Coastwise Ports outside the River Mersey, seaward, and which have not been removed from the import quay except for the purpose of being placed on the vessel by which they are to be exported Coastwise, to be charged with one-half of the full inward Foreign Dock Rates and Town Dues applicable thereto—this concession not to be regarded as a benefit additional to any Differential Rates arrangement under which reduced Dock Rates and Town Dues may be charged.

Note.—The all-round reduction of 5 per cent. in the Rates and Dues on Ships and Goods above-mentioned reduces the percentage increase over Pre-War charges from approximately 81 per cent. to 72 per cent.

Attention is drawn to the fact that (except where otherwise shown in the Table) Dock Rates and Town Dues are charged on the *Net* weight of the Goods.

German Pre-War Debts.

The following letter has been received from the Controller, Clearing House (Enemy Debts.):—

Sir,—I am directed by the Controller to acknowledge the receipt of your letter of the 13th instant.

I am to state that there is no ground whatever for the suggestion that payments of debts owing by British traders to German traders are being liquidated through the Clearing Office, whilst debts owing from Germany traders to British traders are not being so liquidated.

All pre-war debts within the meaning of the Treaty are payable in sterling at pre-war rate of exchange with interest and very large amounts have already been paid to British claimants during the last two years. All claims which are still outstanding are being settled by this Office immediately the debts are substantiated by the creditors.

If you will supply the controller with particulars of the circumstances which gave rise to your enquiry he will be glad to supply you with any further information which you may desire.

I am also to refer you to the Controller's report of the work of the clearing Office which was issued last year and which can be obtained from H.M. Stationery Office.

Abuse of Debentures.

21st September, 1922.

Sir,—With reference to the communication appearing in your issue of September 15th.

In this connection it is a very common practice of the Banks—by way of camouflage—to operate through nominees.

I would also like to draw attention to the looseness of the Voluntary Liquidations Act, which apparently makes a joy ride of what formerly was a strict investigation in the case of Bankrupt concerns.

Yours Faithfully,

"Unlimited Experience."

The Editor,
Birmingham Chamber of Commerce Journal.

Claims against Germany for Restitution.

The Board of Trade have given notice that no claims against Germany for restitution under the provision of Article 238 of the Treaty of Versailles of cash, securities, or other property seized or sequestrated in occupied territory will be entertained by their Reparation Claims Department, except in cases which have been notified to the Reparation Claims Department, Cornwall House, Stamford Street, London, S.E.1., and full particulars of which have been furnished prior to 28th October, 1922.

All claims for restitution which have been notified to the Reparation Claims Department, but in respect of which all the particulars and information which have been asked for by the Reparation Claims Departments have not been furnished prior to 28th October, 1922, will be presumed to have been abandoned.

Dock and Wharf Charges.

The following correspondence on the above subject between the Association of British Chambers of Commerce and the Railway Clearing House:—

14, Queen Anne's Gate,
Westminster, S.W.1.
12th September, 1922.

P. H. Price, Esq.,
Railway Clearing House,
Seymour Street,
Euston Square, N.W.1.

Sir,—I am directed to inform you that this Association has had under consideration the question of the existing high rates and charges which are still enforced by the various Dock Undertakings throughout the country, and I am desired to express the hope that you will be good enough to communicate to the General Manager's Conference our request for an early and substantial reduction in the charges imposed by the railway-owned Dock Undertakings.

In the opinion of this Association, it is essential both in the interests of the Railway Companies and of the traders that, having regard to the reductions which have taken place in the cost of material and labour, the Companies should grant considerable concessions in Dock Charges, and I am to express the hope that this question may receive the careful consideration of the General Manager's Conference at an early date.

I am, Sir,
Your obedient Servant,
(Signed) R. B. Dunwoody,
Secretary.

Railway Clearing House.
Seymour Street, Euston Square,
London, N.W.1, 29th September, 1922.

Dock Dues and Charges.

Dear Sir,—With further reference to your letter of the 12th instant, I am requested to say that it has been decided that the Railway Companies owning Docks may, at their discretion, and as from 16th October, 1922, make reductions in the existing Wharfage or

Cargo Dues, and also in the Rent Charges for Ships laying up where these charges are in excess of 100 per cent. over those which operated at 31st December, 1913, and that the traders will, in due course, receive from the Railway Companies particulars of the reductions which they decide to make.

Yours truly,

(Signed) P. H. Price,
Secretary.

The Secretary,
The Association of British Chambers of Commerce,
11, Queen Anne's Gate, S.W.1.

Finnish Law About Dock Cargo.

According to official information received, the law passed in Finland, on the 18th October, 1920, containing restrictions with regard to the Dock Cargo on ships leaving the country between the 16th October and the 31st March will not be applied this winter.

Port Dues in Portugal.

With reference to the announcement on this subject in the last issue of this Journal the rates were wrongly quoted. The Escudo sign ($) should have been shown after the number of Escudos and before the number of Reis. The rates are now published in their corrected form.

Art. 9. Foreign craft of sail or moved by any system of mechanical propulsion, will pay the commercial marine tax, according to the following table:

1. Cargo discharged.

For each ton of 1,000 kilos of pit coal, anthracite, lignite, briquettes, coke, sulphur, minerals in the rough, manures for agriculture, plaster, clay or tiles	$50
For each ton of any other merchandise ..	1$00

2. Cargo loaded.

Up to 20 tons gross weight, fixed tax ..	5$00
Quantity with weight superior to 20 tons, fixed tax	40$00

3. Passengers disembarked.

Each	1$00

4. Passengers embarked.

Each	3$00

The above are payable in gold *vide* Art. 3 of Decree No. 7-822 of the 22nd November, 1921.

Chamber of Commerce Appointments Bureau.

Ex-Capt., age 35, married. Technically educated. Thoroughly experienced in all trades connected with the Building trade, able to prepare working drawings, specifications, estimates, quantities, levelling, making surveys, preparing reports, and valuations. Willing to take a position as Building Surveyor, Assistant Architect, or any position where a first rate knowledge of the building profession is essential. Minimum salary, £300 per annum.

Ex-Officer, age 27, married. University education. B.Sc., Associate of Institute of Chemistry. 4½ years' pre-war experience in General Analytical Chemistry. Three years' Science Course, Birmingham University. First-class testimonials. Organising ability of high standard. Seeking employment in chemical industry or kindred industry. Minimum salary, £250 per annum.

Ex-N.C.O., age 33, married. Technical School education. Had practically ten years' experience in Pharmacy work, photographic and optical work, qualified dispenser. Seeking appointment as Manager or qualified Assistant. Minimum salary, £200 per annum.

Ex-Pte., age 25, single. Technical School education. Experienced Metallurgical Chemist (Ferrous and non-ferrous). Four years' experience Analytical work. Three years in charge Heroult Electric Steel Furnaces. Varied experience, both as a steel maker and chemist. Responsible for the analysis of all classes of carbon and alloy steels, also of foundry materials of every description. Desires appointment as Metallurgical Chemist or Steel Maker at £200 per annum.

Ex-Pte., age 26, single. Secondary School education. Disability, double amputation of limbs below knee. Trained under Government Scheme in journalism work, copy writing, etc. Seeking any position to augment pension.

Ex-Lieut., R.N., age 26, married. College education. Knowledge of French and German. Entered the Navy direct from School as a Paymaster Cadet. Employed generally on Secretarial work. Had experience in accountancy, etc. Seeking secretarial appointment, carrying minimum salary of £200 per annum.

Ex-Officer, age 31, married. University education. Knowledge of French. Thoroughly trained Automobile Engineer, experienced on production against cost. Own buying and contracting, used to responsibility. Experience in experimental work. Seeking position as Assistant Works Manager or Sales Manager (Automobile). Minimum salary, £300 per annum.

Ex-Capt., age 26, single. College education. Engineering Diploma at Loughborough College. Knowledge of French and Spanish. College student, studying Engineering and specialising in automobile and O.C. engine work. Seeking position with a view to gaining practical experience. Minimum salary, £175 per annum.

Ex-Lieut., age 28, single. Mentioned in Despatches. 5½ years' experience (practical) in machine tools of all descriptions, milling, turning, planning, etc. Two years' technical, mechanical and Electrical Engineering training. Seeking a position on the Works side. Minimum salary, £200.

Ex-Private, age 26, married. Secondary School education. Three years' experience as a Draughtsman's Assistant. Taking course of training. Seeking appointment as Assistant Draughtsman at salary of £3 per week.

Ex-Lieut., age 28, married. Technical School education. Student of I.C. Schools. Six years' experience Jig and Tool training. Eighteen months' course General Engineering training. Seeking an appointment as Draughtsman at salary of £4 per week.

Ex-N.C.O., age 28, single. Associate Member Municipal and County Engineers. Associate of the Royal Sanitary Institute. Holding Sanitary Institute Certificate. Eight years' experience as Assistant Architect and Surveyor, good knowledge of road and bridge work. Water supply and sewerage works and all classes of building works. Teaching experience, technical subjects. Seeking position as Assistant Surveyor. Salary, £360 per annum.

Trade Enquiries.

(1) Canadian firm of manufacturing jewellers are desirous to procure the agency for Canada of a line of ordinary pins, safety pins, etc.

(2) Firm in New York are anxious to obtain the representation of small leather goods, purses, note cases, letter cases, etc.

(3) Firm in Brisbane wish to get into touch with manufacturers interested in the Australian market.

(4) Englishman is desirous of getting into touch with spring makers for carts and lorries, etc., with a view to representing them on the Australian market.

(5) Manufacturers of sample cases in Chicago are desirous of obtaining the agency of a good selling line which would find a sale with wholesale grocers, confectioners, bakers, etc., to sell in conjunction with their cases.

(6) Gentleman is desirous of acting as agent to manufacturers of cutlery, small tools, edge tools, electroplate, etc., for South Africa.

(7) Gentleman in Sao Paulo is desirous of acting as travelling representative for South America, or Spain, for manufacturers of hardware, machinery, iron and steel, etc.

(8) Gentlemen established in London with central offices is desirous of getting into touch with firms seeking a London representative.

(9) Company established in New York City, is desirous of representing British manufacturers of precision instruments, engineering accessories, etc.

(10) Well established Board for exports abroad, situated in Marseilles, with branches in Rumania and Yougoslavia, are anxious to get into touch with British manufacturers interested.

(11) Representative in Villahermosa Tab, Mexico, is anxious to obtain agencies for hardware, cutlery, galvanised iron and steel goods, cotton and wool tissues.

(12) Englishman resigning his appointment as inspector in the Customs Dept. at Sinkat, Soudan, with previous business experience in London, well travelled, and understanding French and German, knowledge of Dutch and Italian, seeks appointment for abroad or England.

(13) Manufacturers' representative in Vancouver, B.C., seek agencies for Western Canada.

(14) Englishman in Bergen (Norway), extensive experience on that market wishes to get into touch with firms interested.

(14a) Englishman, with considerable experience of continental business methods, is desirous to act as traveller or sole agent for British manufacturers of specialities, or to open or extend business for them.

(15) Firm established in Valparaiso are anxious to get into touch with manufacturers and import—export firms, desirous of opening business connections in that market.

(16) British firm in Vancouver, B.C., seek sound representations for that market.

(17) Important trading Company in Hongkong, China, is anxious to get into touch with British manufacturers interested in the Chinese market.

(18) Danish subject, situated in Hamburg, is desirous of acting as purchasing agent for British firms.

(19) Young lady, B.C. degree, thorough knowledge of French, Spanish and German, shorthand typist, seeks appointment. Reference on application.

(20) Englishman, late teacher of Italian and French, with perfect knowledge of Portuguese, seeks engagement either in Birmingham or any part of United Kingdom.

(21) Agent, well recommended, seeks representations for holloware and brassware in the Black Country.

(22) Firms interested in representation in India are invited to write to Ref. 22 this Journal, for further particulars.

(23) London merchant and commission agent is open to represent Birmingham manufacturers requiring an energetic agent with a thorough knowledge of the export trade. Specialises in following lines: stampings, piercings, forgings, bolts and nuts, etc., edge tools, hammers, small steel tools, galvanised and tinned hollowware, galvanised flat and corrugated sheets, iron and steel bars and sections, steel constructional work, engineering supplies.

Special Enquiries.

(1) London firm are desirous to appoint reliable resident agent in Birmingham, well introduced to wholesale warehousemen, manufacturers of costumes, mantles, etc., for the sale of woollen worsted piece goods.

(2) European firm manufacturing tempered castings (malleable cast iron) and quality grey castings, are open to appoint a representative in this district.

(3) London firm of exporters and importers of canned goods, are open to appoint reliable firm or agent in this district.

(4) Firm in Frankfurt are open to appoint an agent for their patent knife and spoon cleaning machine.

(5) Norwegian manufacturers desire a competent commission agent in insulated electric wires and cables for light, motor, and electric apparatus, general.

(6) London firm are open to appoint reliable well established firm to act as their sole agents (on a commission basis) in hardware.

Birmingham Chamber of Commerce

(Incorporated).

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Hon. Vice-Presidents :

The Right Hon. The Lord Mayor of Birmingham: His Worship the Mayor of Smethwick; His Worship the Mayor of West Bromwich; The Right Hon. Austen Chamberlain, M.P.; The Right Hon. Sir Evelyn Cecil, G.B.E., M.P.; Sir Herbert Austin, K.B.E., M.P.; Sir Francis W. Lowe, M.P.; Sir A. Steel-Maitland, M.P.; Lt.-Col. L. S. Amery, M.P.; Lt.-Col E. Meysey Thompson, M.P.; Alderman A. E. Jephcott, M.P.; Mr. P. J. Hannon, M.P.; Mr. John W. Dennis, M.P.; Mr. Eldred Hallas, M.P.; Mr. F. O. Roberts, M.P.; Mr. F. B. Goodman, J.P.; Mr. J. S. Taylor; Mr. H. W. Sambidge, J.P., Mr. H. C. Field, M.A., J.P., and the Presidents of the Chambers of Commerce of Coventry, Dudley, Kidderminster, Northampton, North Staffordshire, Stratford-on-Avon, Walsall, Wolverhampton, and Worcester.

President : MR. F. HICKINBOTHAM.

Vice-Presidents : MR. GILBERT C. VYLE, MR. H. LAKIN-SMITH, MR. H. E. PARKES.

Hon. Treasurer : MR. JOHN WEATHERHEAD.

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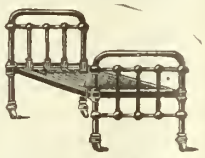
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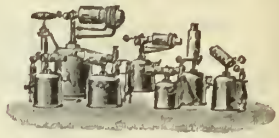
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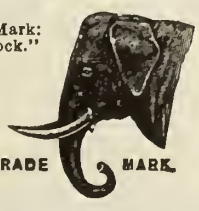
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Manufacturers of General Cabinet, Naval and Furnishing Brassfoundry, Tubes, Moulding and Ecclesiastical Metal Work.
Works: Moseley St., Birmingham.
Showrooms: Stevenage House, 40/44 Holborn Viaduct, London.

Joseph Walker (B'ham), Ltd.

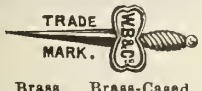


BRASSFOUNDERS for Building, Cabinet, and General Trades. Also FANCY METAL GOODS.
Augusta Works, Warstone Lane, Birmingham.
Telephone: Cen. 7269.
Telegrams: "Automatic," B'ham.
London Export Office:
HENRY CAMPBELL
58, Basinghall Street, E.C.2

James Whitfield, Ltd., 39 Oxford Street, Birmingham. Cen. 674.
Thos. Willcox & Co., Ltd., 99-102 Bradford Street, Birmingham Mid 1680

Williams Brothers & Piggott, Ltd.,

General Brassfounders and Window Fittings Manufacturers;



Also Brass, Brass-Cased and Copper Tubes and Mouldings,
Herbert Road, Small Heath, Birmingham.
Vic. 156.

BRASSFOUNDERS. (Cabinet & Builders'.)

George Hopkins & Co. 24, Bishop Street, Birmingham. Mid. 1318.

BRASSFOUNDERS (Naval and Railway).

Hodgetts Bros., Ltd., Helm Works, Cherrywood Road, Bordesley Green, Birmingham. Telephone Vic. 292.
Player & Mitchell, Ltd., Sentinel Works, Bordesley Green, Birmingham. Vic. 221.

BRASSFOUNDERS (SANITARY).

W. Markes & Co., Ltd., 33/35 Fleet Street, Birmingham. Cen. 4173.

BRASS AND METAL CASTERS.

Allcock & Co., 150-71 Hockley Hill, Birmingham. Cen. 6888.
Joseph Onions, Lombard Street, Birmingham. Mid. 1670.
George While, Ltd., 111-16 Livery Street, Birmingham. Cen. 2839.

BRASS AND COPPER TUBES.

Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birmingham. "Everitt," Birmingham also Plates, Sheets, and Rods.

BRIGHT STEEL BARS.

Bowkett Brothers, Nelson Street, Birmingham. Central 1452.

BRIGHT STEEL MANUFACTURERS.

Stonehouse Works Co. Spon Lane Mills. West Bromwich.

BRONZING.

H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.

BRUSH MANUFACTURERS.

Robert Chase & Son,
Established 1780.

Manufacturers of Household, Painting, Fancy and Machine Brushes.



42/45 Upper Dean St., Birmingham.
Telegrams: "Chased," Bham.
Mid. 1870.

HINDES LIMITED.



New Patent Hair Brushes

"Matik" No. 8384/14. Hindes' Curlers.

BROMSGROVE STREET, BIRMINGHAM.
Telephone: Mid. 368.
Telegrams: "Hinderies" B'ham.

BRUSH MANUFACTURERS—*cont.*

R. Benson & Sons, Ltd., Farmley Street, Birmingham. Cen. 5412.
Birmingham Royal Institution for Blind, Carpenter Road, Birmingham
W. T. Clark & Co., 72 Lozells Road, Birmingham. Northern 643.
Thomas Goode, Ltd., 24 Holloway Head, Birmingham. Mid. 1412
Lee & James, Ltd., Moseley Street, Birmingham. Mid. 1673.
C. H. Long & Sons, Sherbourne Road Balsall Heath, Birm. Mid. 2686.
A. Martin & Son, Wainwright Street. Aston, Birmingham. East 225.
Thomas Osborne & Sons, Hockley Hill, Birmingham. Cen. 6191.
John Stych & Co., Ltd., 188 Bromsgrove Street, Birm. Mid. 776.

BRUSHES (Polishing and Scratch).

E. Berry & Son, Arthur Place Summer Hill, Birmingham. Cen. 6386.

BUCKET MANUFACTURERS.

Chamberlain Bros., Ltd.,
Established 1845.
Manufacturers of
SEASIDE BUCKETS
and
IRON SPADES.
Also
Small Household Tin Goods.
ABBEY STREET, BIRMINGHAM.
Central 2788.

BUILDERS' MERCHANTS.

The Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Slates, Bricks, Lime, Cement, etc.
Derrington & Sons, 30 Dartmouth Street, Birmingham. Cen. 842.

BULLIDN DEALERS.

Edward Day, 27 & 28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co. Ltd., St. Paul's Square, Birmingham. Cen. 3102.
Johnson, Matthey & Co., Ltd., 71-73 Vittoria Street, Birm. Cen. 3552.
G. Westwood & Sons, Ltd., 14 Hall Street, Birmingham Cen. 2705. Telegrams, "Silsolder, Birmingham."

BUTTDN MACHINERY.

Accles & Shelvoke, Ltd., Aston, Birm. High-class Machinery for non-metal Buttons. "Acvoke," Birm. East 277.

BUTTDN MANUFACTURERS.

Buttons Limited.
CROSSED SWORDS
TRADE MARK
TRADE MARK
DOME MAKE
TRADE MARK
Buttons in all varieties. Buckles, Hooks and Eyes. Military Ornaments and Metal Swallwares, etc.
Portland Street, Birmingham. East 822.

BUTTDN MANUFACTURERS—*contd.*

E. Bacon & Sons, River Street, Derisend, Birmingham Cen. 919. Bone and Wood Buttons.
Broughton & Brook, 306 Farm St., Hockley, Birmingham. Northern 627.
James Grove & Sons, Ltd., Halesowen Halesowen 7.
Hammond, Turner & Sons. Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.
Jennens & Co., Ltd., 2 New Burlington Place, Regent St., London, W.1.

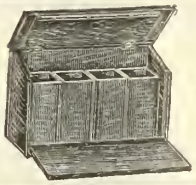
William Purkis,
Manufacturer of
WATER LILY SERIES OF LINEN BUTTONS.
Trade Mark.
Water Lily (Registered).
37 & 39, Bradford Street, Birmingham.
Phone : Mid. 3101.
Telegrams : "Water Lily," B'ham.

Smith & Wright, Ltd., Brearley St., Birmingham. Cen. 85.
W. H. Thomas & Sons (Birm.) Ltd., Ford St., Hockley, Birm. Cen. 164.

BUTTDNS (Pearl).

R. H. Clarkson & Sons, Ltd., Crown Works, Potter Street, Birmingham.

CABINET CASE MANUFACTURER

Æneas Swingler,
Cabinet Case Manufacturer,
— Established 1869. —

Best Polished Wood Cases and Specialities for the Motor, Electrical, Scale, Engineering, and other Trades.

Crown Works, Rea Street, Digbeth, Birmingham.
— Mid. 255. —

CABLE CDMMUNICATIDN.

The Eastern Telegraph Co., Ltd., Guildhall Buildings, Pinfold Street, Cen. 923 & 924. Cables to Australia,

CALCULATING TABLES & READY RECKONERS.

John Gibson, 63 Coleman Street, London, E.C.2.

CAMERA RDLL FILM.

Criterion Plates, Papers, & Films, Ltd., Criterion Works, Stechford. Telephone, Stechford 7. Telegrams, "Criterion, Stechford."

ANE, RATTAN AND WILLDW MERCHANTS.

John J. Plater & Sons, 261-4 Bradford Street, Birmingham. Mid. 569.

CAPSTAN AUTOMATIC TURNED PRODUCTS.

T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Add. "Enscolid."

CAPSTAN LATHES.

Brown & Ward, Ltd., 27 Gt. Hampton Street, Birmingham. Cen. 3831.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen. 2110.
R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.
Charles Taylor (Birm.), Ltd., Bartholomew St., Birm. Cen. 6373.
H. W. Ward & Co., Ltd., Lionel Street, Birmingham. Cen. 7460.

CAPSTAN TURNED WORK.

Abis & Co., Aston Road, Birmingham. Tel. : Cen. 286.
Bent & Parker, Ltd., Pemberton Street Works, Birm. Cen. 66.
Birmingham Products Co., Ltd., 36, Ludgate Hill, B'ham. Cen. 3334-5-6.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.
T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel. : "Ahead," Birm. North 13.
Hilston & Robson, Herbert Road, Birmingham. Vic. 180.
The Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17

CARBURETTORS.

Brown & Barlow, Ltd., Westwood Rd., Witton, Birmingham. East 301.
Cox Atmos Carburettors, Ltd., Lower Essex Street, Birmingham. Mid. 2012-3. "Atcarbco," Birmingham.

CARDBDARD BDXES.

Thomas Bishop & Son, Deritend Paper Box Works, Birmingham. Mid. 360. Boxes for all trades.
T. Boston & Co., 149-151 Granville St., Birmingham. Mid. 1475.
J. B. Dyson & Son. Ltd., 10, Freeman Street, Birm. Cen. 6290.
M. H. Gething, 6 Oozells Street, Birmingham. Mid. 1133.
J. W. Gill & Sons, Loveday Street, Birmingham. Cen. 5973.
E. Lakins & Co., Darwin Street, Birm. Mid. 2096.
O. C. Langford, 17-20, Cardigan Street, and Penn St., Birm. Cen. 1196
Terry & Terry, Ltd., 90-92 Leopold Street, Birmingham. Mid. 14.

CARDBOARD MAKERS.

Bartons (Birmingham) Ltd., Finch Road, Handsworth, Birm. Nor. 636

CARPATHIAN SILVER WAITERS.

Samuel Groves & Co., Ltd., Musgrave Road, Soho, Birm. Cen. 220.

CARRIAGE BUILDERS.

John Buckingham, Ltd., 332 Bradford Street, Birmingham. Mid. 1211.

CARRIAGE LAMPS.

J. Neale & Sons, Ltd., 68-9 Graham Street, Birmingham. Cen. 1508.
Wyncott & Son, Ltd., Great Colmore St., B'ham. Mid. 910. Telegraphic Address "Wyncott," Birmingham.

CARRIAGE LAMP GLASSES.

W. L. Ward & Co., 163 Bishop Street, Birmingham.

CARRIERS.

Midland Red Commercial Motor Service 547 Bearwood Road, Birm. Mid. 2577. Carriers of Parcels and Goods to all parts of the Black Country, and places on the Motor Omnibus Routes.

CASE HARDENING CDMPDSITIDN MANUFACTURERS.

John Else & Son, Ltd., Small Heath Birmingham. Estab. 1860. Vic. 11.

CASH AND DEED BOXES.

F. C. Booth & Co., Ltd., Ocean Works, Camden Street, Birm. Cen. 565.
Dunn & Taylor, Burbury Street, Birmingham. Cen. 3720.
Walker & Loach, Erskine Street, Birmingham. East 326

CASTDRS (Brass and Iron).

Acme Ball Castor Co., 87 Snow Hill, Birm. Cen. 3266. Anti-Friction Ball Bearing, Patented, Reg. No. 50121. Manufacturers of "Asme" Specialities.

CASTDRS (Brass & Iron)—*cont.*

Henry Moore, Ltd., Star Works, Rupert Street, Birmingham. East 168. All kinds of Castors.

ZENITH CASTOR Co., Ltd.,
Rayo Works, Aston Lane, Aston.
East 832.

Patentees and Sole Manufacturers of The Unbreakable ZENITH ALL STEEL GRIP NECK CASTORS.
Screw Castors also made in Steel, Iron & Brass. Samples & price lists upon application.
Export: HENRY CAMPBELL,
58, Basinghall Street, London, E.C.2.

CASTING SAND.

John Williams (Birmingham Sand), Ltd.
Foundry Sand for Casting all metals.
STEEL MOULDERS' SAND
Our Speciality :—Silica Sands (high Silica Content with natural bond) at half the cost of Belgium Sands.
Analysis—Sieve and fusing test on application.
Icknield Square Wharf, Birmingham
Telegrams : Williams, Birmingham. Central 3345."
Telephone : Central 3345.

CELLULDID MANUFACTURERS.

Greenhill & Sons, Ltd., 8 Water Lane, Ludgate Hill, London, E.C.4. Phone Central 1306.

CEMENT MANUFACTURERS.

Greaves, Bull & Lakin, Ltd., Worcester Wharf, Bridge St., Birmingham. Mid. 274.
Kaye & Co., Ltd., Kingston Wharf King Edward's Rd., Birm. Cen. 2880.

CHAINS (Jack).

C. & S. B. Pumphrey, 214 Herbert Rd., Small Heath, Birm. Mattress, Cistern, Bye-Pass Chains. Vic. 190.

CHAIR SPRINGS.

William Sturcke, 38 Kingsland Rd., London, E.C.2. Export, Henry Campbell, 58, Basinghall Street London, E.C.2.

CHEMICAL MANUFACTURERS.

Chance & Hunt, Ltd., Oldbury, near Birmingham.
R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

CHEMISTS (CDNSULTING AND METALLURGICAL).

Alex. E. Tucker, F.I.C., 59 Cambridge Street, Birmingham. Cen. 6352. Telegrams, "Oxide," Birmingham. Official Analyst to the London Metal Exchange.

CHDCDLATE MANUFACTURERS.

Cadbury Bros., Ltd., Bournville, Birmingham.

Kunzle
CHOCOLATE MANUFACTURER.
Head Office and Factory,
FIVE WAYS, BIRMINGHAM.
Telephone : Mid. 1222.
Telegrams : Kunzle, Birmingham.

CHUCKS.

Charles Taylor (Birm.) Ltd., Bartholomew Street, Birm. Cen. 6373.

CIGARETTE CASE MANUFRS.

Buncher & Haseler, Ltd., "Buharo" Cigarette Cases, Birmingham.
S. J. Levi & Co., Ltd., Squirrel Works, Regent Place, Birm. Cen. 569.

CLOCK MANUFACTURERS

Swinden & Sons (Proprietor: W. A Perry), 27-29 Temple Street, Birm

CLOTHING MANUFACTURERS.

Grainger & Smith, Ltd., Carr's Lane, Birm. Cen. 827. Wholesale.

COACH AND MOTOR BODY FITTINGS.

Hemming Bros., 238 Highgate Road, Sparkhrook, Birmingham.

COAL AND COKE MERCHANTS.

Caswell & Bowden, Ltd., Newton Chambers, Cannon Street, Birm. Cen. 1044. "Target," B'ham.

COAL AND COKE CONTRACTORS.

W. H. Bowater, Ltd., Exchange Buildings, Birmingham. Midland 2620.
Coggins & Arthur, Ltd, 75 New Street, Birmingham. Cen. 3574.
Dsmond Cooper, Chamber of Commerce Bldgs., New St. Mid. 1305.
Lunt Brothers, 75-77 Colmore Row, Birmingham. Cen. 7408.
S. W. B. Stephen & Co., Rolfe Street, Smethwick, Birm. Smethwick 254.

COFFIN FURNITURE.

Charlss Hill & Co., Ltd., 31 Darwin Street, Birm Mid 517
Gerden & Munro, 13, 14, 15, 16, Horse Fair, Birmingham. Mid. 1078.
Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.
Newman Bros., Fleet Street, Birmingham. Central 3403.
S. H. Parsons, Ltd., Britannia Worke, Tyseley, Birmingham. Telegraphic Address: "Hectomar." Registered Trade Mark: "Britmac." A. G. 243.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

COFFINS.

Fox & Charles, 31-33 Bristol Street, Birmingham. Mid. 2068. Tel.: "Foxcharco," Birmingham.
Ingall, Parsons, Clive & & Co., Ltd Bradford Street, Birm. Mid. 423.

COLLAR STUDS.

C. H. Collins & Sons, Ltd., 47/8 Hockley Hill, Birm. Cen. 3915/6.
Henry Owen & Sons, Ltd., Caroline Street, Birmingham. Cen 2181.

COINING MACHINERY.

Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

COLD STORAGE.

W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 2820, 2821.

COLOUR PRINTERS.

Jenner & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham

COMMERCIAL PHOTOGRAPHER.

Edgar T. Gsthing, 6 Oozells Street, Birmingham. Mid. 1133.

COMMERCIAL VEHICLE REPAIRERS.

T. C. Aveling & Co. (B'ham), Ltd., 91-93 New Canal Street, Birm. Cen. 2029. Repairs and Service Depot, Thornycroft Commercial Vehicles.

COMPOSITE CANISTERS.

Eeles, Walker & Co., Ltd., The Crescent, Birmingham. Cen. 5324. Manufacturers of all kinds of Composite Canisters for Food, etc., Papier Mache and Tin combined. Vacuum Flask Carriers.

COMPRESSED AND LIQUEFIED GASES.

British Oxygen Co., Ltd., Lodge Road, Hockley, Birm. Cen. 2001.

CONSULTING ENGINEER.

Charles Ralph Townsend, Caxton House, Gt. Charles St., Birm. "Autofin," Birm. Cen. 293.

COOKING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, Birm. "Fahrenheit," Birm. Vic. 463.

COOPERS (BREWERS').

Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

COPPER RIVETS AND WASHERS.

Baxters' Bolt, Screw, and Rivet Works, 76-78 Parade, Birmingham.
Thomas Haddon & Co., Moseley Street, Birm. Mid. 1875 and 1876.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

COPPERSMITHS.

Lawden & Poole, Hope Works, Newtown Row, Birm. Cen. 1061.
Lee & Wilkes, Ltd., Brewery Street Birmingham. Cen. 5.

COPPER WATER BALLS.

Elcock & Sons, Tindal Worke, Balsall Heath, Birm. South 277.

Pearsall Bros., Finch & Co., Clement Street, Birmingham. Cen. 1252. Telegrams, "Pearlinco, Birm."

COPYING PRESSES.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

CORNICE POLE FITTINGS.

D. Flynn & Co., Steward Street, Birmingham. Export—Henry Campbell, 58, Basinghall Street, London.
Reeves & Co., Crescent Works, Birm. Cen. 1553.

COSLETTIZING.

The Coslett Anti-Rust Syndicate, Ltd., Victoria St., Birm. Cen. 5653.

CREAM SEPARATORS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

CRUCIBLE MANUFACTURER.

A. Harris, Cruclble Works, Broad Street, Birmingham. Mid. 849.

CUE CASE MANUFACTURERS.

C. Gould & Co., 10-13 New Bond Street, Birmingham

CUPOLAS.

Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

CUPRO NICKEL.

John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

CURTAIN HOOKS AND RINGS.

Charles Rowley & Co., 146-8 Bordesley, Birmingham. Cen. 3162.

CYCLE AND MOTOR CYCLE ACCESSORIES.

C. J. Adie & Nephew, Ltd., 156 Warstone Lane, Birmingham. Cen. 452.
Fredk. Anderson, Ltd., 116 Steelhouse Lane, Birmingham. Cen. 7218.

CYCLE AND MOTOR CYCLE ACCESSORIES—*continued.*

Frank Ashby & Co.,
Patentees and Manufacturers of Cycle Accessories.
Contractors to War Office, Ministry of Munitions and G.P.O.

TRADE MARK

SPECIALITIES — Every description of Cycle Luggage Carriers, Handle Bars and Brakes, and Lamp Brackets.

Bournville Stamping Works, Charlotte Rd., Stirchley, Birmingham
T.A. "Luggage," Birmingham.
T.N. King's Norton, 121.

"Bowden"
Tyseley,
Birmingham

Manufacturers and Patentees.

Specialities:
BOWDEN CONTROLS AND STEEL TUBULAR WORK
for all purposes.

Telegrams
"BOWDEN," Acock's Green.

Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.
The Ellcam Cycle & Motor Co., 91 Soho Hill, Birmingham. Northern 780. Tel: "Ellcam," Birmingham.
T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Add., "Enscolid."
F. Line & Co., 12, 13, 14 Buckingham Street, Birm. Cen. 5336. Telegrams "Linco," Birmingham
Midland Gear Case Co., Ltd., Bridge Street West, Birm. Cen. 823-824.
Perry & Co. Ltd., Perryan Works, Lancaster Street, Birm. Cen. 2457-8-9
Stonehouse Works Co., Spon Lane, Mills, West Bromwich.

Alfred Smith,

Manufacturer of all kinds of Cycle Sundries.

ALBION TRADE "VVV" MARK SERIES

Albion Works, George St., Parade, Birmingham.
Cen. 5596.

THE CYCLE & MOTOR CYCLE TRADE.

The Export Trade Our Speciality.

Let us quote for your requirements.

Chas. B. Timperley, Ltd.,
Queen's Chambers, Snow Hill, BIRMINGHAM.

CYCLE AND MOTOR CYCLE ACCESSORIES—*continued.*

Timson Bros.,
Motor & Cycle Accessories & Tyres.
Moor Street, Birmingham.
Cen. 2987.

SEAL OF EFFICIENCY

Branches: Liverpool, Newcastle, London and Cardiff.

Westwood Rim & Patents, Ltd., Lawden Road, Birmingham. Vic. 427

CYCLES, MOTOR CYCLES AND GRAMOPHONES.

Mead Cycle Co. (Inc.), 50 George Street, Balsall Heath, Birm. South 690

CYCLE AND MOTOR CYCLE MANUFACTURERS.

Bowns, Ltd., Æolus Works, Summer Lane, Birmingham Cen 3374
T. Cadby & Sons, Ltd., Farm St., Hockley, Birmingham. Northern 724/5.
Chase Cycle Co., Ltd., Snow Hill Birmingham. Cen 1605.

Harry James (Sons), Ltd.

CYCLE & MOTOR CYCLE MANUFACTURERS.

Progress Works, Cleveland St., Birmingham.

Tel. 7277.

The Enfield Cycle Co., Ltd., Royal Enfield Works, Redditch. See advertisement under "Motor Cycles."
Humphries & Dawes, Ltd., Hall Green Works, Birmingham "Humdaw," Birm. Shirley 48.
James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
Kirk & Merifield, 40-52 Moseley St., Birm. Exporters of Everything for the Cycle and Garage. Mid. 812.
Lindalls, Ltd., Globe Works, Lombard Street, Birmingham. Mid. 596.
W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lton Works, Barn Street, Birm.
New Hudson, Ltd., Icknield Street, Birmingham. Cen. 6523.
A. T. Perry Cycle Co., Camhridge Street, Birmingham. Cen, 3448.
Planet Engineering Co., 15 Francie Street, Birmingham. Cen. 144.

THE SALTLEY MOTOR CYCLES, CYCLES & FRAMES.

The Export Trade our speciality.

The Saltley Cycle Co.,
86B, Snow Hill, Birmingham.

CYCLE AND MDTOR CYCLE MFRS. —*continued.*]

The Tryus Cycle Co.,
Johnstone Street, Birchfields,
BIRMINGHAM, England.
Manufacturers of
The "SILVER PRINCE" Light Weight Motor Cycle and
The "TALISMAN" and "SILVER PRINCE" Pedal Cycles.
Prices on application.
Tel. Add.: "Talisman,"
Tel. No.: Northern 775.

Wineberg & Co., 114-6-8 Pershore Street, Birm. Mid. 1395.

CYCLE AND MOTDR CYCLE RIMS.

Jointless Rim, Ltd., 47 Union Passage, Martineau Street, Birmingham.
The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

CYCLE AND MDTDR CYCLE SADDLERY.

J. B. Brooks & Co., Ltd., Criterion Works. Birmingham. Cen. 2273.
Gough & Co., Ltd., 180 Park Road, Hockley. Birmingham. Cen. 3447.
The Leatheries, Ltd. Sparkbrook, Birmingham. Vic. 216.
Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
Wright Saddle Co., Ltd., Lower Essex Street, Birmingham. Mid 1704.

CYCLE AND MDTDR CYCLE SPDKES AND NIPPLES.

Eowkett Bros., Nelson Street, Birmingham. Cen. 1452.
W. Dean & Co., Ltd., 67 Cliveland Street, Birm. Cen. 7354.
O. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56/57.

CYCLE AND MOTDR CYCLE TYRES.

Capon Heaton & Co,, Ltd., Hazlewell Mills, Stirchley, Birmingham.
Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Tels.: "Renown," Birmingham.

CYCLE AND MDTOR LAMPS.

Lamps (Birmingham), Ltd., Belgrave Road, Birmingham. Mid. 1216.
Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingham. Cen. 2585.

CYCLE AND MOTOR PUMPS.

Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lewe & Co., Ltd., 55-57 New St., Aston, Birmingham. Northern 845.

CYCLE AND MDTDR CYCLE FITTINGS.

British Auto Machining Co., Ltd., 58/59, Bradford Street, Birmingham. Mid. 311. Cycle Pedals a speciality.
Charles Collins, 190 Lichfield Road, Aston, Birmingham. East 375.
T. D. Cross & Sons, Vesey Street, Birm. Cen. 1490. Specialities: Free Wheels, Bracket Cups, Hub Cogs, Magneto Cogs.
Charles Lindall & Son, Ltd., Parkfield Road, Saltley, Birm. East 867.
J. A. Phillips & Co. (1916), Ltd., Credenda Works. Bridge Street, Smethwick, Birm. Smethwick 234. Pedals, Handlebars, Brakes, etc.
E. A. Radnall & Co., Dartmouth Street. Birmingham. Cen. 897. Brakes, Accessories, Frames, etc.
Walton & Brown, Ltd., 315 Summer Lane, Birmingham. Cen. 5377.

CYCLE CHAIN WHEELS AND CRANKS.

Elson & Co., New Summer St., Birmingham. Cen. 6582. Makers of nearly every known size.

CYCLE FREE WHEELS.

T. D. Cross & Sons, Vesey Street, Birmingham Cen. 1490.

CYCLES AND ACCESSDRIES.

J. Taylor, "O.G." Works, Warwick, Road, Greet, Birmingham.
Chas. B. Timperley, Queen's Chambers Snow Hill. Birm. Cen. 275.
Bown's Export and Fitting Dept., 86 Snow Hill, Birmingham. Cen. 275.

CYCLE AND MDTDR CYCLE WHEELS

W. Dean & Co., Ltd., 67 Cliveland Street, Birmingham. Cen. 7354.

CYCLE SADDLES.

J. B. Brooks & Co., Ltd., Cycle Saddles, Leather Goods, Travelling Bags, Trunks, Fancy Leather Goods, Motor Trunks and Specialities, Criterion Works, Great Charles Street, Birmingham. "Brooks," Birmingham. Cen. 3670 (6 lines).

CYCLE AND MOTDR CYCLE HUBS.

The British Hub Co., Ltd.,
"SIVADA"
"FIVADA"
B "ELITE" M
R "STANDARD," A
I "XLCR" D
T "UNIQUE" E
I "BRITISHUB"
S "DISCHUB"
H "EUREKA"
"JUNO"
"CARHUB"
"MOTOHUB"
Clyde Works, Weaman St., Birmingham. Cen. 2845

HORTON
Hub & Eng. Co,, Ltd.



HUBS for CYCLES, MOTOR CYCLES, SIDECARS, RICKSHAS, Etc.
Brearley St., Birmingham, Eng.

Morgan's Chains & Pedals, Ltd., Wellington Works, 89-90 Cheapside, Birmingham. Mid. 1826.

CYLINDERS (IRDN).

William Mills, Ltd., Atlas Works, Grove Street, Birmingham. "Wilmil," Birm. Smethwick 313-314.

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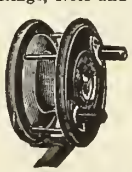
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W. H. Smart & Co., Ltd., 5, 6 and 7 Wrentham Street, Birm. "Storage," Birm. Mid. 2820-2821.

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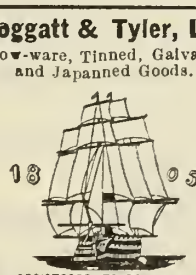
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British Mills Foundry, Cornwall Road, Smethwick, Birmingham.

Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.

John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.

Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm

Wm. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. Brom 64.

J. C. Dalman & Sons, River Street, Birmingham. Cen. 4006.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

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Vowles, Bros., Ltd., Hall End Foundry, West Bromwich. Tel. No. 302.

T. J. Wallord, Charles Henry Street, Birmingham. Mid. 722.

Alfred Wiseman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

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Harry Merry & Co., 10 St. Mary's Row, Birmingham.
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B. & S. H. Thompson, Ltd., 155 Great Charles Street, Birm. Cen. 1119.

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Barker & Allen, Ltd., Spring Hill, Birmingham. Cen. 2182-3-4. Rolled Nickel (German) Silver, Copper and Brass Sheet Metal and Wires.
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Williams Bros. & Piggott, Ltd., Herbert Road, Small Heath, Birm.
Williams (Metals), Ltd., Witton Road, Aston, Birmingham. East 316. "Wilaston, Birmingham."

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H. & F. W. Parsons, 93-115 Charles Henry St., Birm. Mid. 403.

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Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.
Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.

Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17.

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R. H. Burman, Windmill Street, Horse Fair, Birmingham. Mid. 1655.
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Pearsall Bros., Finch & Co., Clement Street, Birmingham. Cen. 1252. Telegrams, "Pearfinco, Birm."
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A. H Haden, New Comet Works, Princip Street, Birm. Cen. 5388.
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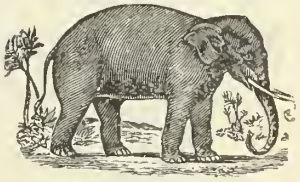
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T. Barnfield & Co., 134.6 Conybere St., Highgate, Birm. Mid. 2023.
T. Cadby & Sons (1921) Ltd., Farm St., Hockley, Birm. North 724/5.
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James Lloyd & Co., Ltd., Hurst Street, Birmingham. Mid. 1602.
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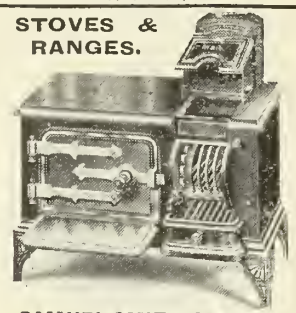
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J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.
Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.
W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.
Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.
Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.
William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.
SLATE (ENAMELLED AND PLAIN).
S. E Bullock & Co., Ltd. Highgate Sqnare, Birmingham. Mid. 1517.
Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.
SLATE MERCHANTS AND CONTRACTORS.
Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333
SMALL TOOLS.
Brooke Tool Mfg. Co., Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

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Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.

J. Nicklin & Co., Ltd.
Safety Pins, Curtain Hooks.
REGISTERED SAJONIC TRADE MARK
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Cen. 1889.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.
Tiptalt, Ltd., Holyhead Road, Birm. Northern 467.
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Toro Tablet Co., Ltd.,
Manufacturers of
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OUR SPECIALITY
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BIRMINGHAM.
"Toro" B'ham. Tel. No. Vic. 289.

SOAPS, SOAP POWDERS, ETC.
Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.
SOLDER MANUFACTURERS.
Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.
A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.
SPARKING PLUGS.
Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.
The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.
SPECIAL MACHINED PARTS.
Ilston & Robson, Herbert Road, Birmingham. Vic. 180.
SPECIFICATION NON-FERROUS ALLOYS.
T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. P.B.Ex. Mid. 281. Tel. Add. "Specific."
SPELTER, ZINC AND LEAD REFINERS.
F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.
SPIRIT LEVELS (All Kinds).
J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."
SPOONS AND FORKS.
R. Bailey & Co., 22 Mary Ann Street, Birmingham.
William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bolivian," Code, A.B.C. & Bentleys. Tel.: East 819.
Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.
Purcell Bros., 99/105 Hockley Street, Birmingham. Cen. 1382.
William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.
F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

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Stonehouse Works Co., Spon Lane, Mills, West Bromwich.
Testar & Swain, Florence Works, Pritchett Street, Birmingham.
SPRINGS.
The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.
Dart Spring & Sale Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,
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Telphone: 61 Redditch. Est. 1855.

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George Salter & Co., Ltd., West Bromwich. West Bromwich 216.
Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125 Tel. "Springs."
Ward, Skelding & Co., Oldbury Road Smethwick Birmingham.
West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.
J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.
SPRING BALANCES.
George Salter & Co., Ltd., West Bromwich. Tel. No. 216.
SPRING MATTRESSES.
Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1338.
SQUARES, GAUGES, STRAIGHT EDGES.
I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."
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J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.
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Tel. Add.: "Micrometer," Birm. Cen. 2.

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(No Dross or Loss in Melting.)
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W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.
George Brown & Co., 6 Berkley Street, Birmingham.
Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.
Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 8277.,
Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.
Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen. 1046.
A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.
Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.
Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.
W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.
STAMPERS (Iron & Steel).
A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanlon," Smethwick. Smethwick 317.
STAMPERS (Sheet Metal).
Aeh Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
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Phone: Northern 608. Makers of



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STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1778 (8 lines).

STATIONERS' SUNDRIES.

M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Setlen & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 98/94 Broad Street, Birmingham. Mid. 2644. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Same Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Staniforth Street, Birmingham. Cen. 6137. Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11 Prince's Chambers, Corporation St., Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Shears, Corkecrews, Champagne Nippers. Cen. 5766.
S. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings, Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Ohatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respiratore, Ear Channels, Tubing Clips, etc.

SURGICAL APPLIANCES.

Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimptoo & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

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SURGICAL DRESSINGS,
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LIMITED,



84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.

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Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

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(BIRMINGHAM) LTD.
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Telegrams: "Fremo," Birmingham. Phone: Mid. 3233.

TENNIS GUT STRINGS.

Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

TELEPHONE INSTALLATIONS.

The British Telephone Supply Co., 14-15 Snow Hill, Birm. Cen. 6392.

TESTING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.
George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

THIMBLES.

The Iles Thimble Works,



Highgate Street, Birmingham.
Mid. 427.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

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Gledhill-Brook Time Recorders, Ltd., 206, Corporation Street, Birmingham. Central 6554. Telegrams "Gledhrook."

TIME RECORDER MANUFACTURERS.

National Time Recorder Co., Ltd., Easy Row, Birmingham. Cen. 3655.

TIN AND COPPER-WARE.

Matthew J. Hart & Sons, Ltd., Gt. Barr St., Birm. Vic. 310.

TIN BOX AND CAN MAKERS.

G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271.

TIMBER MERCHANTS AND IMPORTERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529.
Scotswood Ltd., Lime Grove, Moseley Road, Birm. South 610.
George Shipway, Moseley Street, and Camp Hill, Birmingham.
Williams & Farmer, Worcester Wharf, Bridge St., Birm. Mid. 444.

James W. Southern & Son, Ltd,



42 Chamber of Commerce Buildings, Birmingham.
Telephone: Mid. 667.
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Timber for all purposes.

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Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

TINMEN'S MACHINES AND TOOLS.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

TIN AND IRON PLATE WORKERS.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.
H. J. Hookham & Sons, Ltd., Charles Henry Street, Birm. Mid. 275.
McCutchon & Co., Ltd., 49-55 Moseley Road, Birmingham. Mid. 1303.
Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birm. Vic. 195.
Randle & Smith, Rea Street South, Birmingham. Mid. 846.
G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271

TINNERS (SHEETS AND TUBES).

Richard Poulton & Sons, 80 Hurst St., Birmingham. Mid. 834.

TIN PLATE MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Henry J. Sayer, 24-28 Summer Row Birmingham. Cen. 233 & 1618.

TIN TOY MANUFACTURERS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
Wm. Hunt & Sons, 109 Gerrard St., Birmingham. Round and Oval Dies.
The Novelty Manufacturing Co. 240 Broad Street, Birmingham.

TOBACCO MANUFACTURERS.

James & Co. (Birmingham), Ltd., 45 New Street, Birm. Cen. 5670.

TOBACCO PIPES.

The Jackson Asbestos Manufacturing Co., Ltd., 27 Rea Street South, Birm. Jackson's Patent Asbestos Pipes, etc.

TOOL GRINDERS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

TOOL HANDLE MAKERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529, 807, 4333

TOOLS (CARPENTERS AND JOINERS').

Atkin & Sons, Ltd., Sheffield Works, Rea St. South, Birm. Mid. 480. Planes, Edge Tools, Saws, Hammers.

TOOL MAKERS.

Handley & Wilkins, Ltd., Century Works, Commercial St., Birm.

TOOLS (ENGINEERS').

Thomas Chalwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
The Highgate Tool Co., Ltd., Angelina Street, Birm. Mid. 471. Vices spanners, pliers, planes, etc.
Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
Thos. Newey & Sons, Ltd., St. Mary's Row, Birmingham. Cen. 1761.

Wynn, Timmins & Co., Ltd.,
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Trade R T S Mark.

Century Works, Commercial Street, Birmingham.

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A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

TOY MANUFACTURER

Thomas Izon, 57/8, Inge Street, Birmingham. Tool Boxes, Spades, Buckets, Garden Tools.

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W. Bailey, 38-9 Weaman Street, Birmingham. Cen. 6954. Building Toys (Metal, "Kliptiko" and "Wenebrik" Specialities.)

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T. O. Cole, Ltd., Ash Road, Saltley, Birmingham. East 313.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birmingham. Vic. 195.

TUBES AND FITTINGS.

Midland Iron & Hardware Co., Ltd. Cradley Heath, Staffordshire.

TUBES (BRASS AND COPPER).

William Bayliss, Ltd.,
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"Drawbench," Birm. Mid. 1409 (2 lines).

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Charles Clifford & Son, Ltd., Fazeley Street, Birmingham. Cen. 3634.
Delta Metal Co., Ltd., Dartmouth St., Birmingham. Cen. 3206.
Dobbs Bros., Ltd., Great Tindal St., Birmingham. Mid. 1544.
Dugard Bros., Ltd., Bridge Street West, Birmingham. Cen. 98.
Earle, Bourne & Co., Ltd., Heath Street South, Birm. Cen. 2941. Solid Drawn and Brazed Brass, Copper, Square, Ornamental Shaped Moulding, etc.
Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birm. "Everitt," Birm. Brass and Copper.
Gibbins & Bodenham, Rotton Park Street, Birmingham. Edg. 1380.
Grice, Grice & Son, Ltd., Nile Street, Birmingham. Mid. 22.
Hudson & Wright, Ltd., Grove St. and Halberton St., Birmingham. Smethwick 85.
Serck Tubes Ltd, Warwick Road, Greet, Birmingham. Vic. 531.
Williams Bros. & Piggott, Ltd., Herbert Road. Small Heath, Birmingham.

TUBE ROLLING MACHINERY.

Ewen & Mitton, Sherlock Street, Birmingham. Mid. 1402.

TUBES (STEEL AND IRON).

Accles & Pollack, Ltd., Oldbury. Tel. No. Oldbury 111.
The Britannia Tube Co., Ltd., Glover St., Birmingham. Vic. 192.
Buckley's, Ltd., Cornwall Road, Smethwick, Birm. Smethwick 46.
Foster Bros., Ltd., Leabrook Tube Works, Wednesbury.
James McDougall, Ltd., Mestycroft, Wednesbury. Wednesbury 31.
The Metallic Seamless Tube Co., Ltd., Wiggin Street, Birm. Cen. 1168.
Oriental Tube Co., Ltd., Church Lane, West Bromwich. West Brom. 45.
John Spencer, Ltd., Globe Tube Works, Wednesbury.
Stewarts & Lloyds, Ltd. Broad Street Chambers, Birmingham.
Victoria Tube Co., Ltd., Great Bridge, Tipton, Staffs.

TUBES (WELDLESS STEEL).

Bromford Ltd., Wheelwright Road, Erdington, Birm. Erdington 20. Tel. "Tubrom," Birmingham.
Tubes Ltd., Rocky Lane, Aston, Birmingham. East 871. Telegrams: "Cylinders," B'ham.

TURRET LATHES.

Alfred Herbert, Ltd., 208, Corporation Street, Birm. Cen. 2110.

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Letts & Lund Typewriting Bureau, 25a, Paradise St., Birm. Cen. 7493.

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W. Newton, Ltd., Star Works, Vincent Parade, Birm. Mid. 1086. Telegrams: "Fluted," Birmingham.

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C. Sharrock & Co., 95-8 Exchange Buildings, Birm. Mid. 1202.

VACUUM CLEANERS.

Vacuums, Ltd., 28 Martineau Street, Birm. Tel.; "Sideboard," Birm.
Zorst Vacuum Cleaner Co., Birmingham. Cen. 2835.

VALVES (Petrol Engine, etc.).

Hughes-Johnson Stampings, Ltd., Langley Green, Birm. "Engines," Langley, Worcs. Oldbury 260-1-2.

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Carrs (Birmingham), Ltd., Artillery Street Works, Birm. Vic. 403.
Arthur Holden & Sons, Ltd., 218-9 Bradford Street, Birm. Mid. 2413.
Thomas Merry & Co., Ltd., 75-76 Suffolk Street, Birm. Mid. 503.
Merry & Minton, Ltd., Alcester Street, Birmingham. Mid. 1914.
Llewellyn Ryland, Ltd., Balsall Heath Works, Birm. Mid. 527.

VENTILATING ENGINEERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.
Midland Fan Co., Ltd., 212 Aston Road, Birmingham. Cen. 5463.

VERMIN TRAP MANUFACTURERS.

The Mark Patent Co., Ltd., 107A Locksbrook Road, Bath. Sole Makers and Patentees of the "EZISET" Vermin Traps.

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W. Parkins, St. Clement's Road, Nechells, Birmingham. East 270. Leather, Fibre, Asbestos, Hydraulic Cup Leathers, etc.

WASHERS (COPPER AND ASBESTOS).

Copper & Asbestos Washer Co., 111-12 Livery Street, Birmingham. Cen. 1467. "Copwash," Birm.

WASHERS (COPPER AND BRASS).

David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

WASHERS (IRON, STEEL & BRASS).

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.

WASTE PAPER.

The Birmingham Waste Co., Ltd., 36-87 Moland Street, Birmingham.

WATCH CASE MANUFACTURERS.

Dennison Watch Case Co., Ltd., Handsworth, Birm. Northern 59.

WATER FITTINGS (Brass Standard).

Sam. G. Mason, Ltd., Standard Wks., Alcester. Alcester 4. Tel. Address, "Nosam, "Alcester.

WEIGHING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.
Day & Milward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.
G. & B. Morvan, Ltd., Cardigan St., Birmingham. Cen. 3596.
P. Rogers & Loach Ltd., 48, Green Street, Deritend, Birmingham.
George Salter & Co., Ltd., West Bromwich. West Bromwich 216.
Joseph & Jesse Siddons, Ltd., Ironfounders, West Bromwich Tel. No. 348.

WELDERS (Acetylene).

Midland Tank & Ironplate Co., 248 Heneage Street, Birm. Cen. 298.

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Howes & Burley, Ltd., 101 Holloway Head, Birm. Mid. 2536.
W. Parkinson & Co. (Incorporated in Parkinson and W. & B. Cowan, Ltd.), Bell Barn Road, Birmingham. Mid. 2245. "Gasmeters," Birmingham.

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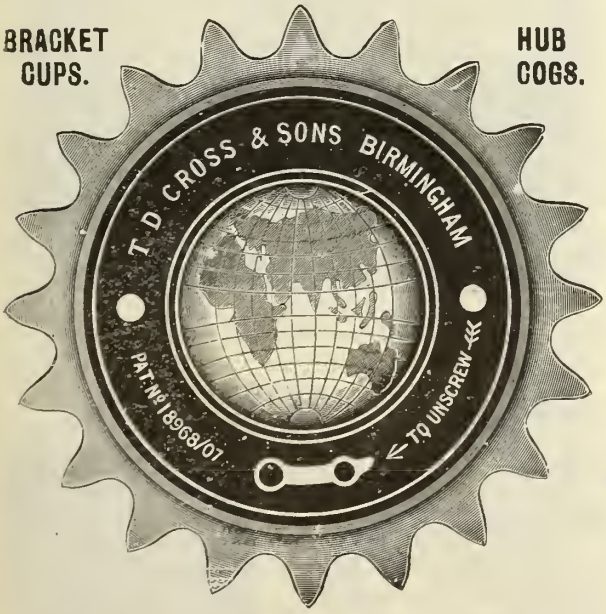
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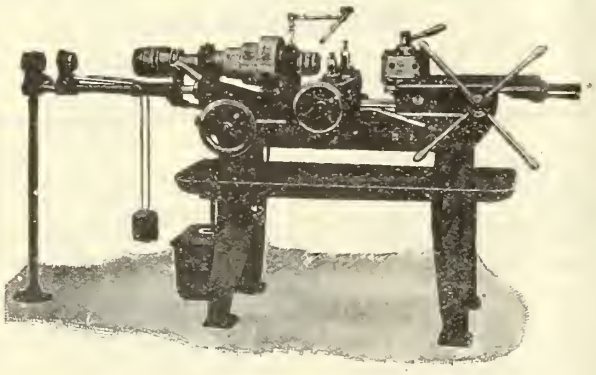
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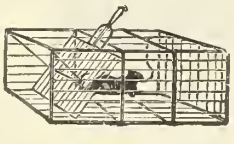


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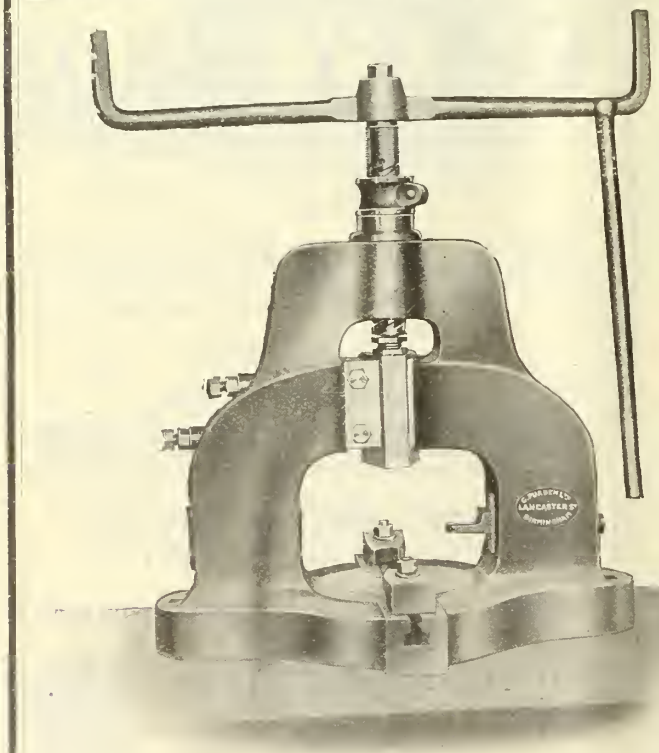
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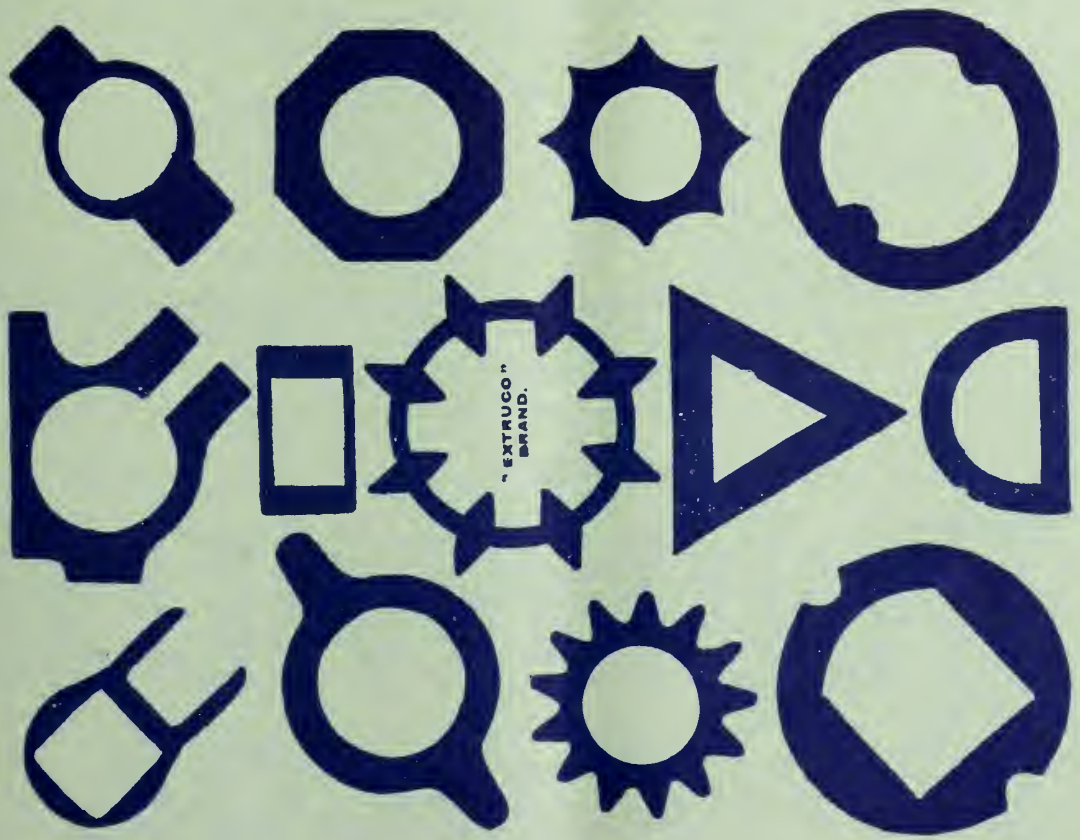
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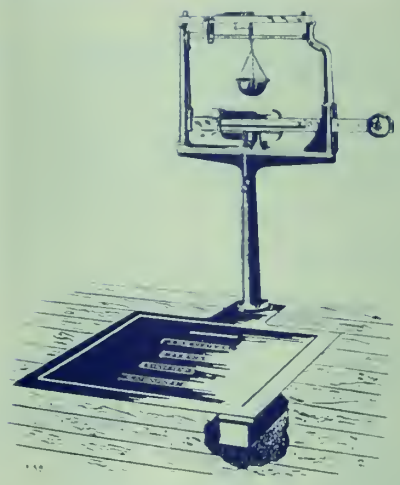
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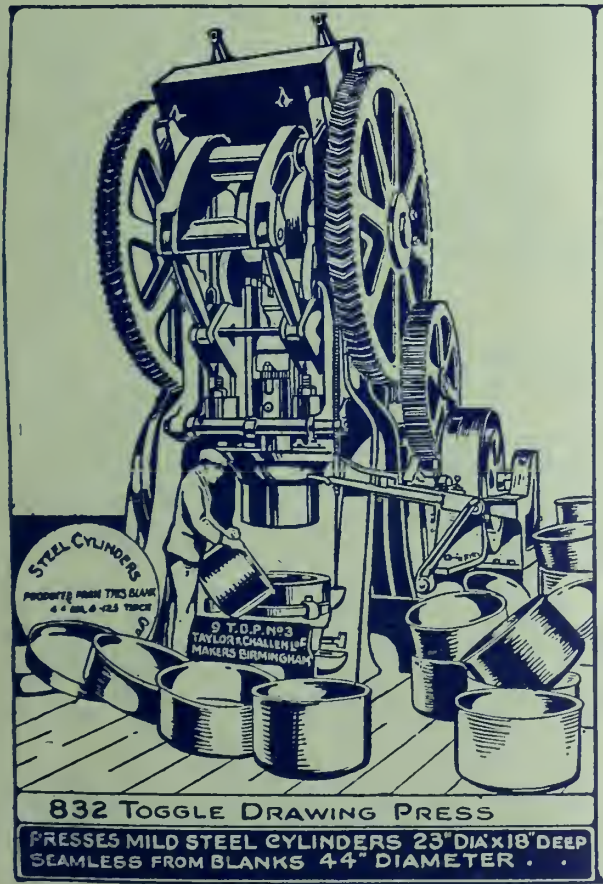
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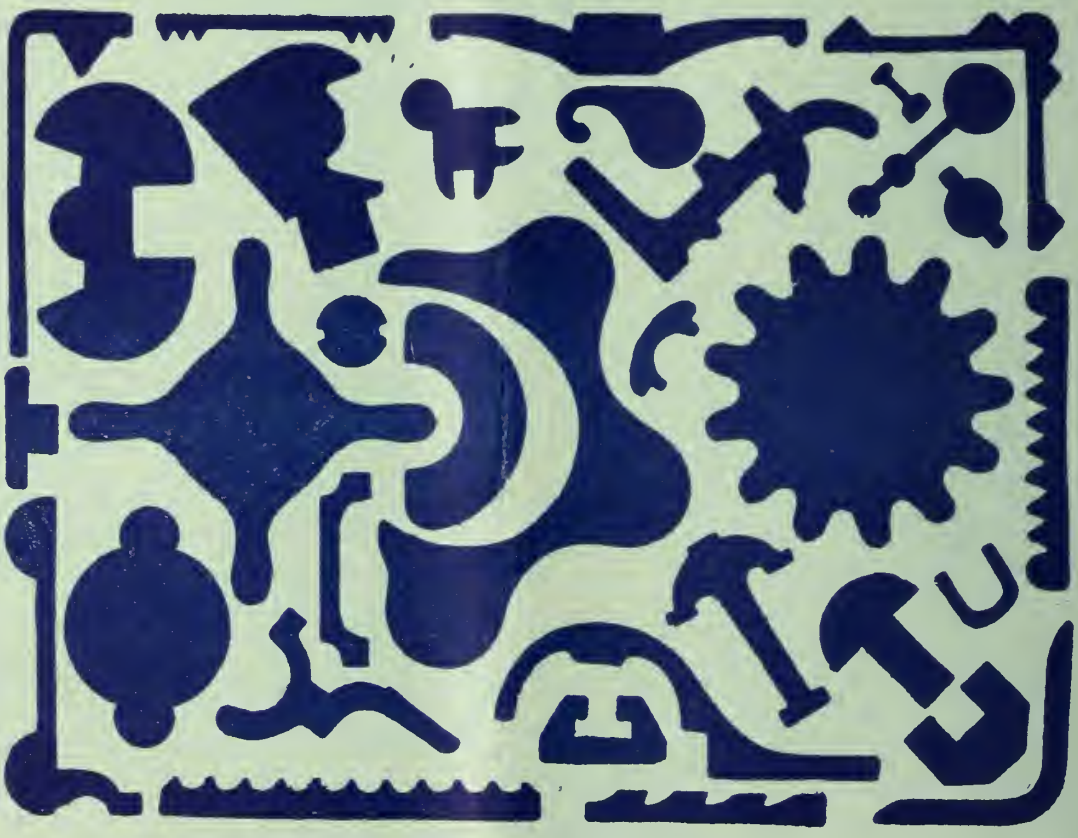
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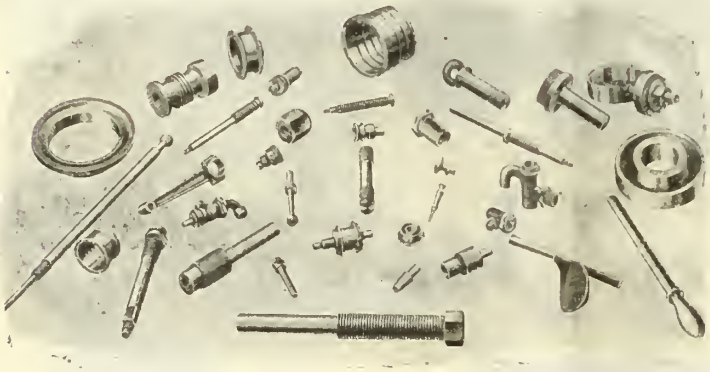
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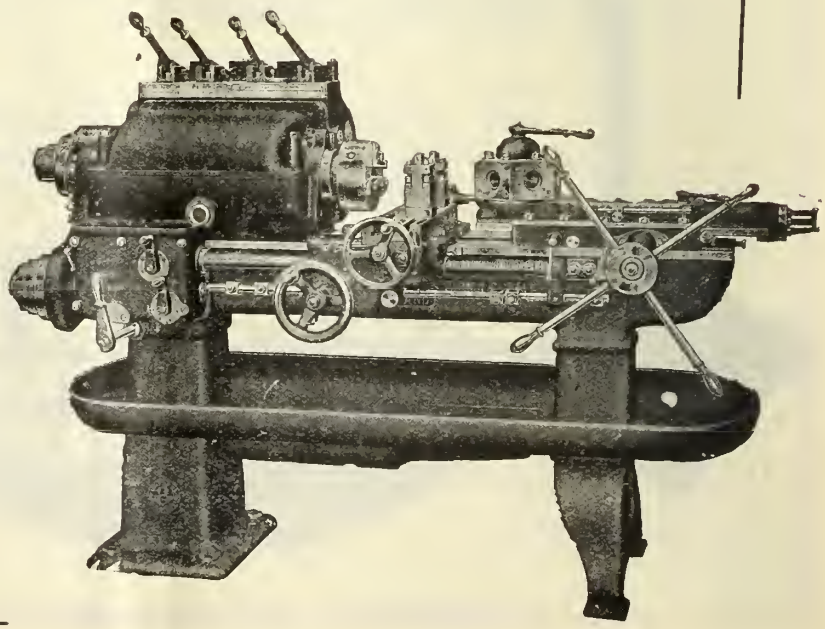
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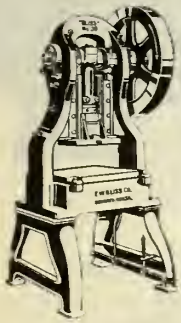
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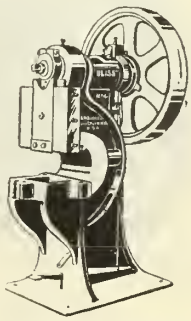
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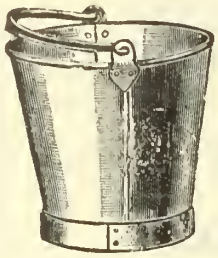
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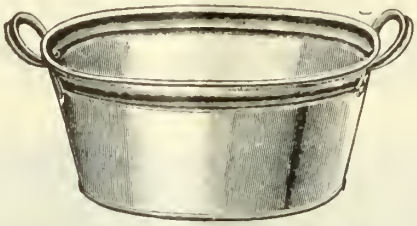
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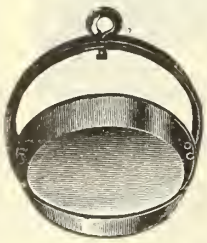
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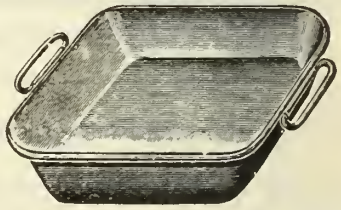
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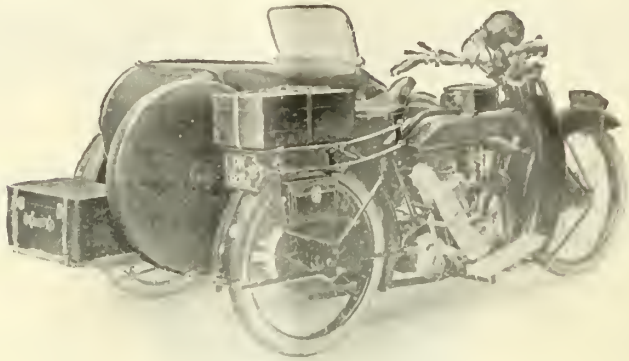
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THE

Birmingham Chamber of Commerce Journal.

Vol. 20. New Series. NOVEMBER 15TH, 1922. No. 239.

Editorial Notices.

The Birmingham Chamber of Commerce accepts no responsibility for the opinions expressed in articles or letters appearing in this Journal.

Space is necessarily limited, but the Editor will be pleased to consider short articles or letters on subjects of general mercantile, trade, or industrial interest, and to insert same, if possible. Manuscripts should be accompanied by an addressed and prepaid envelope if it is desired they should be returned in case of non-acceptance.

Inquiries for advertisement spaces should be addressed to the Birmingham Chamber of Commerce (Incorporated), 95, New Street, Birmingham.

Chamber Notices.

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Office Hours :—9.30 a.m. to 5 p.m. (Saturdays, 9.30 a.m. to 12.30 p.m.)

Telephone :—Midland 1712 (3 lines).

Telegraphic Address :—" Birchamcom, Birmingham."

The Chamber is able to give or to obtain information respecting Railway Rates and Conditions, Tariffs, Customs Regulations, Openings for Trade, appointment of agents abroad, and other commercial matters.

Certificates of Origin, etc., may be obtained on application to the Secretary.

Members' Lounge.—The Members' Lounge on the Ground Floor of the Building is available to members of the Chamber and their male friends for the service of light refreshments.

Capital Levy.

Two or three years ago, suggestions were made for a Capital Levy, but a short time sufficed to convince the Government that the suggestion was hopelessly impracticable. Notwithstanding this, the National Executive of the Labour Party, in what they describe as " Labour's Call to the People," have had the hardihood to announce, as part of their Programme, the creation of a war debt Redemption Fund by means of a special graduated levy on fortunes exceeding £5,000. Combined with this they have a rather lengthy financial, economic and social programme which might conveniently be summarised under the following heads :—

1. Increase of Death duties on large estates.
2. Increase of Super-Tax on large incomes.
3. Exemption from Income Tax of all Incomes below £250.
4. Reduction of Income Tax on all incomes between £250 and £500 a year.
5. Steeper graduation of the Income Tax scale on incomes above £500 a year.
6. Taxation of Land Values.
7. An untaxed breakfast table.
8. Abolition of Customs, Excise and Stamp duties on trade and industry.
9. No starving of the public services.
10. Work or maintenance for the unemployed by national organisation of production, and by a large programme of necessary and useful works.
11. Agricultural landlords to sacrifice rents rather than lower wages.
12. More and better cottages for agricultural workers.
13. Increased hospital accommodation.
14. A more equitable distribution of wealth.
15. Nationalisation of Mines and Railways.
16. An improvement of the Workmen's Compensation Act.

17. A National Housing Scheme.
18. Larger Old Age Pensions.
19. A pension for widowed mothers.
20. A higher standard of life and labour.

Truly a wonderful programme! Moreover, it is one which the National Executive of the Labour Party state is the best possible bulwark against upheaval and class wars! There are other promises in the programme, but the above will be sufficient for our mental digestion at one time.

It will be observed that the first plank in the programme is the Capital Levy; the second, exemption from Income Tax and practically all other taxation of 6,273,100 taxpayers or nearly one-third of the whole electorate.

Assuming that the capital Levy were a feasible proposition, we should like to know how many fortunes it is proposed to leave for the purpose of the increased Death Duties and Super Tax, for, as the programme states, its object is to bring about a more equitable distribution of wealth. Seeing also that the Labour Party wants to increase the happiness and prosperity of the poor by more leisure, more freedom, more opportunities for enjoying the good things of life, we are at a loss to discern how the fabulous sums which would be required for the great reforms enumerated above are to be acquired, and how the benefits referred to are going to be conferred by an impoverished country. We can only look upon the programme therefore as a bait to catch the unwary and the unthinking, and we refuse to believe that such men as Mr. Henderson and Mr. Clynes would for one moment, off a public platform, suggest that their proposal is a practicable one. Let us take the Capital Levy only and look at a country so near as Switzerland, where a plan, introduced into Parliament by the Socialists for a Capital Levy, having been rejected by both Chambers, is to be submitted to a Referendum of the people on December 3rd. In the *Times* of October 27th, it was stated that the first consequence of the proposal was that the value of the Swiss funds dropped by nearly £40,000,000, that foreigners who lived in the country and Swiss citizens were taking their funds to neighbouring countries and that deposits in the Swiss Banks and Savings Institutions were being withdrawn even by workmen. How, therefore, any citizen is going to get more leisure, more freedom, more opportunities for enjoying the goods things of life as a result of the confiscation of much capital and the migration of much more, we are at a loss to understand.

Writing to the *Times* on October 28th, Mr. Arthur Powell, K.C., gave two cases which would arise under Capital Levy. In the first case (A) had a capital of £65,000 With £60,000 he built a Factory and stocked it with machinery, leaving £5,000 to provide the necessary liquid capital to buy raw material and pay wages, rates, taxes, etc. This being insufficient, (A) borrowed a substantial sum from his bankers, on the security of his factory, the loan being unpaid at the moment of the coming into operation of the Capital Levy. In the second case (B) is a professional man who has invested his surplus money in stocks and shares, bonds and mortgages. In case No. (1), before the Exchequer could touch any money at the Bank, the bank would take it against its debt, and for the balance of the debt would have first claim on the factory. If the Government put up the works for sale, who could

Birmingham Chamber of Commerce (Inc.)

The Council of the Chamber have made arrangements for a series of General Meetings of Members, to be held during the Autumn and Winter, viz., from October, 1922, to April, 1923.

The following meetings have been arranged :—

Date.	Subject.	Speakers.
Friday, Dec. 8.	**"Commercial Insurance."**	**Mr. A. H. Riseley, O.B.E., D.L.**

Synopsis :—Introduction—Insurance Organisations—Insurances applying to the following subjects:—Marine and Transit—Fire—Workmen's Compensation—Boilers and Electrical Plant—Motor Vehicles—Miscellaneous Risks.

1923.

Thurs., Jan. 4.	**"Road Transport."**	**Mr. E. S. Shrapnell-Smith, C.B.E., M.Inst.T. (President of the Commercial Motor Users' Association).**

Synopsis:—Rapid Growth Since 1896—Effects of the European War—Influence on Economic Life—Highway Requirements—Traffic Regulations—Relationships to Railway Transport, Independence and Mobility—Desirable Co-ordination—Clearing Houses—Terminal Delays—Weights and Speeds—Public Convenience and Service—National Importance—Supplies and Costs—Future Control and Development—Recent and Pending Legislation.

Thurs., Feb. 1.	**"The Liabilities of Directors."**	**Mr. F. Shewell Cooper, M.A. (Barrister-at-Law).**

Synopsis:—The Legal Position of Directors—Their Liabilities, Statutory and Otherwise—Responsibility for Prospectus—Negligence—Misfeasance—Breach of Trust—Contracts with Company—How to Minimise Risks of Liability.

Thurs., March 1.	**"Costs and Costings."**	**Mr. C. Herbert Smith, F.C.A.**
Thurs., April 5.	**"Office Organisation and Appliances."**	**Mr. W. Desborough (The Treasury, Whitehall, London).**

Synopsis:—Modern Business Organisation Requires the Keeping of Effective Office Records. This has occasioned enormous increases in Office Costs—Investigation of Office Work—Records of Output of Work of Office Staff—The Use of Labour Saving Machinery—Classes of Work in which Modern Machinery can be Used—Centralisation of Machine Work.

The meetings will commence at 2 p.m.

buy ? for all manufacturers would be under the Levy. Should the Government take the factory itself, who is to find the capital to work it ? In case No. (2), the Government might take Bonds and Securities, but how would it realise them ? as there would be a general levy on capital and all would be sellers and there would be no buyers !

Cases like this could easily be multiplied, and even assuming that we had a Parliament mad enough to attempt so wild an adventure, it is ten chances to one that it would be absolutely unworkable, whilst if compulsion were used, the last state of the country would be infinitely worse than the first.

Editorial Notes.

Peace with Turkey. The Peace Conference with Turkey which will soon assemble at Lausanne will be pregnant with importance not only to the Turkish population but also to the many foreigners domiciled in the country. Before the War the foreign population was protected by what are known as the Capitulations. The Capitulations are really a body of Treaties between Turkey and Foreign Countries containing the most-favoured-nation clause, preserving the rights of foreigners relative to the administration of justice, asserting the inviolability of domicile and of person with respect to privileges and usage, and in general constituting the heritage of the respective foreign communities resident in Turkey. These Capitulations were abrogated by the Turks in October, 1914, when the Turkish Government promised to effect judicial reform of which they themselves recognised the need. Eight years have elapsed, and nothing has been done, so that it is absolutely essential that their restoration and maintenance, or the negotiation of Treaty provisions to take their place should form an important feature in the forthcoming peace deliberations. It may be that Turkey will sternly refuse to restore the Capitulations and in that event it is urgently necessary that the Allied Governments should insist upon the preservation of the ancient rights of foreigners, because it is only due to them that the existence of foreigners who are engaged in commerce or who by any other means render themselves useful in Turkey to their respective countries, is possible. Without such protection the persons and property of foreigners will immediately become endangered. There are other important items—*e.g.*, absolute equality of taxation for all ; equality of customs duties for all countries entitled to the "most-favoured-nation" clause ; the settlement of the just claims of traders and others against Turkey. These also will require the closest attention, and the utmost firmness on the part of the Allies.

Unemployment and Distress. It is the general opinion that the distress arising out of unemployment will during the coming winter be greatly in excess of that which prevailed a year ago and there is therefore great need that all those who can will assist the efforts of the Lord Mayor to raise an adequate fund to meet the many hundreds of cases which cannot be properly reached by other means. The President of the Chamber (Mr. F. Hiekinbotham), at a meeting of the Council on the 6th November, in appealing for the sympathetic consideration and practical support from the business community on behalf of the Lord Mayor's Unemployment Distress Fund, said that in Birmingham they had 60,000 unemployed, and the position was worse this year owing to the fact that in the great majority of cases savings had been quite exhausted. The President said he knew that the members of the business community had all had tremendous calls made upon them, and many employers were keeping men on when they had not sufficient work to justify their retention. Mr. Hickinbotham made an earnest appeal to the Council and members of the Chamber to help their fellow citizens who were suffering acute distress through no fault of their own.

Commercial Arbitration. One of the most interesting subjects referred to in the report of the Economie Committee of the League of Nations, which was recently adopted, is the proposal that States, members of the League, should adopt measures to encourage the use, and ensure the practical efficacy of a clause in private commercial contracts providing for arbitration. The report states that the Committee devoted themselves to an examination of the obstacles which at the present hinder international trade. Special attention was given to whatever conflicts with the obligation, laid down in the Covenant of the League, to secure the equitable treatment of commerce. The use of clauses providing for arbitration has been found of great practical value in avoiding litigation and promising commereial honesty, and the commercial world attaches great importance to its general reeognition, adds the report.

Council Meeting.

The Monthly Meeting of the Council was held at the Registered Offices of the Chamber, on Monday, 6th November, 1922, at 2-30 p.m.

The President (Mr. F. Hiekinbotham) presided, and there were also present Messrs. H. C. Field, M.A., J.P., H. Lakin-Smith, J. Weatherhead, Geo. H. Dugard, Lewis W. Goold, John P. Achureh, Councillor F. D. Tippetts, Messrs. A. M. Reynolds, L. V. Kenward, E. O. Boston, D. E. Campbell, T. E. Upjohn, C. E. Greener, W. Deakin, John Belliss, H. Kerry Wingrove, S. H. Rowbotham, J. Percy Plant, T. Parker Smith, Maj. T. C. Aveling, G. Henry Wright (Secretary), and H. Eyles (Assistant Secretary).

The notice convening the meeting was taken as read.

The minutes of the last meeting having been circulated, were taken as read and signed as a correct record of the proceedings at such meeting.

Apologies were announced from Ald. H. J. Sayer, Messrs. F. B. Goodman, J. S. Taylor, G. C. Vyle, H. Atkinson, A. E. Bond, Herbert O. Worrall, F. G. Allday, W. Marshall Freeman, Percy B. Adams, W. H. Bowater, John W. Earle, H. James Yates, Edgar P. Chance, C. Holland Harper, E. W. Silk, and Maj. H. J. Waldeck.

Piracy of British Trade Marks Abroad.

The following letter was read :

Foreign Office, S.W.1.
October 23rd, 1922.

Sir,—I am directed by the Secretary of State for Foreign Affairs to refer to your letter of the 15th ultimo, and to the reply from this department of the 27th, on the subject of the piracy of British trade marks abroad.

2. The question of better protection against the piracy of trade marks and industrial property generally will undoubtedly be considered at the next meeting of the International Union for the Protection of Industrial Property. It is agreed that one of the means of effecting this object would be to give further power to the appropriate authorities to expunge marks improperly registered in any country.

3. With regard to the suggestion that in clear cases of piracy of trade marks the diplomatic channel might be utilised for the purpose of bringing the matter before the authorities concerned, there is no doubt that instances in which an overwhelming and unanswerable case could be presented would be extremely rare. In all other instances, where the case for both sides would have to be investigated, diplomatic action would in all probability only prolong the proceedings, and would moreover be at variance with the established practice of not resorting to it where individual interests only are concerned and legal remedy is available.—I am, Sir, your obedient servant, G. W. Villiers.

The Secretary, Birmingham Chamber of Commerce,
95, New Street, Birmingham.

International Registration of Trade Marks.

The following letter was read :—

Foreign Office, S.W.1.
October 23rd, 1922.

Sir,—With reference to the letter from this Department of the 9th instant, I am directed by the Secretary of State for Foreign Affairs to inform you that the question of the desirability of this country becoming a party to the Arrangement signed at Madrid on April 14th, 1891, for the International Registration of Trade Marks, has received the careful consideration of His Majesty's Government on repeated occasions.

2. The Secretary of State understands that commercial opinion in this country is by no means unanimous on the question. His Majesty's Government intend, however, to consider the matter still further before the next international conference dealing with industrial property.—I am, Sir, your obedient servant,

G. W. Villiers.

The Secretary, Birmingham Chamber of Commerce,
95, New Street, Birmingham.

Claims of British Subjects against Turkish Government.

The following letter was read :

Foreign Office, S.W.1.
31st October, 1922.

Sir,—I am directed by the Marquess Curzon of Kedleston to refer to your letter of the 6th instant, in which the sincere hope of your Chamber is expressed that His Majesty's Government will take every necessary step to safeguard the interests of British claimants against the Turkish Government in the terms of the treaty of peace to be concluded with Turkey and that satisfactory guarantees may be secured for the payment of all justly proved claims of British subjects against the Turkish Government arising out of the war and since the armistice.

2. The question of the protection of such interests and of obtaining satisfactory guarantees for payment of British claims is at present receiving the anxious consideration of His Majesty's Government.—I am, Sir, your obedient servant,

D. G. Osborne.

The Secretary, Birmingham Chamber of Commerce,
95, New Street, Birmingham.

Appointments Department Panels.

The following letter was read :

Ministry of Labour,
Montagu House,
Whitehall, S.W.1.
November 2nd, 1922.

Sir,—I am desired by Dr. Macnamara, at the close of his term of office as Minister of Labour, to convey to you and through you to your colleagues on the Appointments Department Panels, his sincere thanks for the tireless endeavours which members of the Panels have made to assist the Department in their efforts to enable ex-officers and others coming within the scheme to obtain employment. Dr. Macnamara has been glad to note that, notwithstanding the difficulties due to the existence of widespread industrial depression, the efforts which you and your colleagues have made have done so much to help large numbers of the young men who played so gallant a part in the Great War; and he has every hope that with an improvement in trade the local influence of the Panels will be instrumental in securing for those still on the list opportunities of embarking upon an appropriate civil career.—I am, Sir, your obedient servant,

H. J. Wilson,
Permanent Secretary.

G. H. Wright, Esq.,
Chamber of Commerce,
New Street, Birmingham.

REPORT OF GENERAL PURPOSES COMMITTEE.

Resolved—That the report of the General Purposes Committee, now submitted, be approved, adopted and entered on the minutes.

Report of the General Purposes Committee.

New American Tariff.

Your Committee beg to report that a letter had been addressed to the Association of British Chambers of Commerce with reference to the New American Customs Tariff. The letter pointed out that the new tariff being very long and complicated, a considerable time would be necessary to examine it in detail, and to prepare anything like a complete case as to the effects on Birmingham and District trade, especially having regard to the great number of industries in the district which are interested. The letter proceeded to say that, having regard to the very heavy increases which have been made in the new tariff, it was estimated that from one-half to two-thirds of the principal exports of Birmingham and District goods would be lost. The letter continued, that manufacturers and exporters viewed the new tariff with considerable alarm; that the basis of the tariff was altogether too high and that it was possible that at no distant date the President would be urged to exercise the powers given to him and to make alterations from time to time. The Chamber considered that one of the most important things needed for the development of trade was stability of conditions, whereas the abnormally high tariff was bound to create uncertainty as long as it remained in force. It was felt, proceeded the letter, that any increases in duties would tend to prevent the importation of English goods into the United States and, that, in itself, would have a most serious effect in that it would become increasingly more difficult to make adequate arrangements for the liquidation of the debt to America. The letter expressed the hope that every possible effort would be made to induce the United States Government to give immediate relief from such duties in the case of those articles and commodities which form the principal proportion of exports from this country.

Hispano-American Postal Rates.

Your Committee beg to report that they have considered the new postal tariff arising from the agreement which was reached at the Pan American Postal Conference held in Madrid some time ago. Under this agreement the minimum postage rates between the Argentine, Columbia, Costa Rica, Cuba, Dominica, Equador, Spain, United States of America, Salvador, Honduras, Nicaragua, Peru, compared with those of other countries are as follows :—

	Countries in the agreement.	Other Countries.
Letters	5 cents.	12 cents.
Newspapers and printed matter	½ cent.	3 cents.
Samples ..	5 cents.	6 cents.

Your Committee are unanimously of the opinion that there can be no doubt that British Traders will find themselves at a considerable disadvantage as compared with American traders, owing to the highly preferential postal rates which will be enjoyed by the latter, particularly in the matter of newspapers, trade circulars, and other printed matter where the American rate will be ½ cent., and British rate 3 cents., and also in the case of ordinary correspondence where the British rate is 12 cents. as compared with the new American rate of 5 cents.

The Council has from time to time during the past 20 years urged upon the British Postal Authorities the need for the lowest possible postal rates on newspapers, trade circulars and other advertising matter, and it is to be hoped that His Majesty's Postmaster General will give immediate and earnest consideration to the great difference between British postal rates and those fixed by the Pan-American Postal Conference.

Your Committee recommend that a representation be made to the Postmaster General, urging that steps be taken in order that Great Britain may have the advantage of the reduced rates agreed upon at the Pan-American Conference.

Curtailment of Overseas Trade Services.

Your Committee beg to report that the immediate past-President, Mr. H. C. Field, M.A., J.P., was a member of a deputation which waited upon Sir Philip Lloyd Greame, K.B.E., M.C. (then Parliamentary Secretary to the Department of Overseas Trade), on the 10th October, in reference to the curtailment of Commercial Diplomatic and Trade Commissioner services.

The deputation expressed the feeling that British Diplomatic officers were the " ears and eyes " of British trade throughout the world, and urged the vital necessity for developing and extending the export trade of this country, and the consequent desirability of maintaining a strong and thoroughly efficient commercial Diplomatic and Trade Commissioner service.

Sir Philip Lloyd Greame promised to do all in his power to carry out the wishes of the business community.

Transport Sub-Committee.

Association of British Chambers of Commerce.

Your Committee beg to report that at a meeting of the Executive Council of the Association of British Chambers of Commerce held in London on the 4th October, your Secretary was unanimously elected deputy Chairman of the Transport Sub-Committee of the Association.

Your Committee feel that the Chamber should regard this as a great honour for Birmingham, especially in view of the critical period through which the country is passing in connection with the history of Transport.

The Council will be aware that the whole system of Railway Rates Classification and Conditions is now under consideration and has been since 1920. During the whole of that time, your Secretary has been continually engaged almost every week in London and has assisted at many important Conferences.

Mr. Wright is also a Representative of the Association of Chambers of Commerce on the Traders' Co-ordinating Committee which consists of representatives of practically every great commercial organisation of the country.

Birmingham and London Postal Services.

Your Committee beg to report the receipt of a letter from the Birmingham Postmaster to the effect that it had recently been arranged for a later time of postage at Birmingham which would secure delivery the same day for letters delivered from the following London District Offices :—

London Eastern.	South Western.
London Northern.	South Western.
London West Central.	and Western.

Correspondence posted at the Head Office up to 2-40 p.m. will connect.

Greek Exchange Consortium.

Your Committee beg to report that they have been advised of the receipt of a telegram by the Department of Overseas Trade from His Majesty's Minister in Athens, in regard to the consortium Regulations previously in force in Greece affecting the payment of goods imported into that country. The telegram states that the Greek Government issued a Royal Decree on the 12th October, modifying the existing Consortium Regulations, and adds that transactions in Drachmes are now free and foreign exchange can be purchased in the open market. The Greek Government is still to control foreign exchange obtained from the export of Cereals, Tobacco, Pictures and Olive Oil.

Invoices for Parcels Sent to Italy.

Your Committee beg to report that for some months past, they have been in communication with the General Post Office, London, and the British Chamber of Commerce in Milan, Italy, with reference to the requirement for invoices to accompany postal parcels sent to Italy. Manufacturers had complained that in view of the quantity of parcels into which consignments through the parcels post are split, compliance with the Regulation was rendered extremely difficult, if not, indeed, impossible. Attention was also drawn to the difficulty in the case of goods ordered by agents in Italy to be sent direct to the consumer. The objection was accentuated, inasmuch as it involved the communication to the actual customer of information as to prices, etc., which in the ordinary course would only be given to the Buying Agent.

The following letter has been now received from the Postmaster General :—

General Post Office,
London, E.C.1.
14th October, 1922.

11332/22.

"Sir,—With reference to your letter of the 12th of July last, I am directed to inform you that in reply to the representations made by this Office at your request the Minister of Posts and Telegraphs at Rome has forwarded to the Postmaster General a communication from the Italian Ministry of Finance, in which it is stated that the presentation of the invoice is obligatory for the importation of goods into Italy by Parcel Post. It appears, however, that the invoice need not accompany the parcel, although the despatch of the invoice with the parcel should facilitate Customs Clearance in Italy, but may be presented by the addressee to the Italian Customs authorities.

As you are aware the Italian Post Office in reply to a previous enquiry by the Post Office stated positively that every parcel for Italy had to be accompanied by an invoice; but in view of the statement by the Italian Minister of Finance instructions are being issued to all Post Offices that parcels for Italy may in future be accepted without invoices, and the Post Office Guide will be amended accordingly in due course.

I am, Sir, Your obedient Servant,
(Signed) F. M. TWINN,
For the Secretary.

The Secretary,
Birmingham Chamber of Commerce.

Manufacturers concerned have expressed their appreciation for the efforts made in this matter.

Storage of Celluloid.

Your Committee beg to report that the Royal Commission on Fire Brigades and Fire Prevention have been considering the question of the desirability of framing Regulations for the storage and sale of manufactured articles containing a substantial proportion of celluloid.

The Chamber was afforded an opportunity of submitting any representation on the subject through the Association of Chambers of Commerce.

Your Committee have forwarded the views of a number of manufacturers interested.

Turkish Reparations Committee.

Your Committee beg to report that representation has been made to the Foreign Office, expressing the hope that His Majesty's Government will take every possible step to see that the interests of British Claimants are safeguarded in the Terms of the Treaty of Peace with Turkey, and will take measures to obtain satisfactory guarantees which will secure a definite payment of all justly ascertained claims of British subjects against the Turkish Government, arising out of the Great War as well as those which may have occurred since the Armistice.

A letter has been received from the Foreign Office stating that the matter is at present receiving anxious consideration by His Majesty's Government.

Importation of Jewellery into Iraq.

Your Committee have previously reported that the new Post Office Administration in Mesopotamia had prohibited the importation by post into Mesopotamia of jewellery, plate, etc., whether the packages are insured or not.

Representation was made on behalf of the Council to the Postmaster, asking for the matter to be taken up with a view to the prohibition being removed.

The following letter has now been received from the Postmaster General :—

General Post Office,
London, E.C.1.

80991/22. 4th October, 1922.

Importation of Jewellery into Mesopotamia.

Sir,—With reference to your letter of the 29th of May,

I am directed by the Postmaster General to inform you that parcels containing articles of gold or silver, precious stones, jewellery, etc., will in future be accepted for transmission to Iraq, as the Iraq Administration is now prepared to permit their importation into Iraq at sender's risk.

Under the regulations of the Post Office (see pages 66 and 601 of the Post Office Guide) such parcels must be insured as far as Bombay and for at least a part of their value. It should be clearly understood that they will be dealt with as uninsured between Bombay and the place of destination, and that if they are lost or damaged beyond Bombay no liability can be accepted.

I am, Sir,

Your obedient Servant,

(Signed) E. A. Francis.

The Secretary,
Birmingham Chamber of Commerce.

Letter to Parliamentary Candidates.

Your Committee beg to recommend that the following letter be addressed to the Parliamentary Candidates for the Borough of Birmingham :—

"Dear Sir,—I am desired to acquaint you that at the Annual General Meeting of the Association of British Chambers of Commerce, held in London, on the 5th April, 1922, the following Resolution was adopted :—

> That this Association considers it of the greatest importance in the vital interest of the country, that all Chambers of Commerce should make every possible effort at the next General Election to impress upon candidates the supreme and primary necessity of concentrating promptly upon the urgent commercial problems which gravely threaten our very existence as a great manufacturing and export nation."

The Birmingham Chamber of Commerce was represented at the meeting referred to and voted in favour of the Resolution. The Chamber is the oldest and the largest commercial organisation in the Midland Counties, having a membership representative of over 3,600 commercial companies and firms.

Realising that the subject matter of the resolution is of vital importance, the Chamber earnestly trust that you will give it your most serious consideration. As you will agree, the greatest need of to-day is a lightening of the burdens upon industry and the development of the trade of the country.

With unemployment still prevailing at an almost unprecedented level, the economic conditions which surround us are such as to accentuate the grave alarm of all classes of the population, and this is a condition of things which can only be remedied by the adoption of such measures as will assist in the development of trade, especially our trade overseas, and thus stimulate industry and substantially reduce unemployment.

So soon as the Election is over, this Chamber will be glad to arrange to meet the elected Members of Parliament for Birmingham and lay their views on these problems in some detail before them.

Yours faithfully,

(Signed) G. Henry Wright, Sec.

Birmingham-Wolverhampton Road.

Your Committee beg to report that a Sub-committee, consisting of Sir William Mills, Major T. C. Aveling, Mr. J. P. Achurch, have been appointed to investigate and report what further action can be taken by your Committee in connection with this matter.

Late Delivery of Communications Posted at ½d. Rate.

Your Committee beg to report that a deputation consisting of the Chairman of your Committee, Mr. P. B. Adams, and the Secretary, waited upon the Birmingham Postmaster in connection with a number of complaints made to the Chamber respecting postal services, the most important matter being local deliveries and delays to communications posted at the ½d. rate.

In connection with the late delivery of communications posted at the ½d. rate, it was pointed out that the arrangement of 4 o'clock is half hour later than the time allowed in London, and that the new regulations had resulted in an appreciable saving of staff at the Post Office.

The deputation desire to express to the Postmaster their appreciation of the sympathetic consideration given to the points submitted to him.

Rating of Machinery Bill.

The impediments which rendered impossible the passage of this measure in the last session of Parliament are now common knowledge. The effect of the Bill was to secure that the assessment of manufacturing premises should be on a more equitable basis, and your Committee are perfectly satisfied that the Council will be representing the unanimous view of the manufacturing community in urging upon the promoters of the measure that the earliest opportunity should be taken of introducing the measure in the new Parliament.

Committee's Recommendations.

Letter to Parliamentary Candidates.

That the letter, as set forth in the Committee's report, be addressed to the Parliamentary Candidates for the Borough of Birmingham.

Rating of Machinery Bill.

That the promoters of the Rating of Machinery Bill be urged to re-introduce the Bill at the earliest possible opportunity.

Hispano-American Postal Rates.

That a representation be made to the Postmaster General, urging that steps should be taken in order that Great Britain may have the advantage of the reduced rates agreed upon at the Pan-American Conference.

H. Lakin-Smith,
Chairman.

Birmingham,
31st October, 1922.

REPORT OF RAILWAYS AND TRANSPORT COMMITTEE.

Resolved—That the Report of the Railways and Transport Committee, now submitted, be approved, adopted and entered on the minutes.

Report of Railways and Transport Committee.

Cloak Room Charges.

Your Committee beg to report that, in view of the concession made by the Railway Companies in respect of Cloak Room Charges for Commercial Travellers, further representation has been made to the Railway Companies to extend the concession to traders' parcels.

Railway Mileage Gradation—Passenger Traffic.

In pursuance of the instructions of the Council, your Committee have given further consideration to the previous recommendations made by the Committee for the Mileage Gradations in respect of traffic forwarded by Passenger Train.

The Council will be aware that in its previous report, your Committee recommended that the scale should be :

(a). For the first 12 miles,

(b). 13 to 25 miles,

and then by further gradations of 25 miles.

Your Committee were asked to reconsider these gradations, as they might have the effect of increasing some of the charges applicable to the present 30 miles' zone. After careful consideration your Committee are still of the opinion that there is justification for asking for special consideration to be given to short distance traffic, it, of course, being understood that in the new quantum rates proposed by the Railway Companies, a fair relative rate should be apportioned to each particular zone.

Your Committee unanimously decided to reaffirm its recommendations, which the Council is now asked to approve.

Canal Improvements.

Your Committee beg to report the receipt of a letter from the Birmingham Trade Council and Labour Party, communicating a resolution adopted by that body, in favour of canal improvement between Worcester and Birmingham.

In view of the action taken by the City Council in appointing a special Sub-Committee, your Committee directed a letter to be addressed to the Lord Mayor, expressing their appreciation of the steps taken by the Municipality and offering to render any assistance in the future consideration of the question, or in any negotiation which might take place.

Depositing of Ordinary Season Tickets.

Your Committee have considered complaints from members respecting the modification of the pre-war facility, whereby on depositing ordinary season tickets for a month, a season-ticket holder was granted commensurate extension of the period, on again taking up the ticket. This concession is now strictly confined to cases of *bona-fide* illness.

A representation has been made to the Railway Clearing House, asking for the return of the pre-war practice, especially as your Committee understand that the facility still applies in respect of traders' season tickets.

Dock Dues and Charges.

Your Committee beg to report that, in conjunction with other Trade Organisations, this Chamber has been pressing for the reduction of Dock Dues and Charges in respect of Railway Owned Docks.

A reply has been received from the Railway Clearing House stating that the Railway Companies have decided at their discretion, to allow a reduction in all instances where those charges are now in excess of 100 per cent. to be reduced to 100 per cent.

The following reductions have been notified by the London and North-Western Railway Company, viz. :—

Garston Docks.
Widnes Docks.
Fleetwood Docks.
Wire Docks.
Diganwy Wharf,

from 150 per cent. to 100 per cent. as from October 16th, 1922.

Railways Act, 1921—Exceptional Rates.

The Council will be aware that under the provisions of the Railways Act, 1921, all exceptional rates which have not been agreed with the Railway Companies (or in respect of which the trader has not intimated his desire for their continuance), will cease on and from the appointed day. As there are a large number of exceptional rates in operation in this area, your Committee have directed a letter to be addressed to the Railway Clearing House asking whether any mutual arrangement can be made to avoid the necessity of the immense clerical work which a strict application of the requirements of these provisions would necessitate.

C. & D. Traffic to and from Show Grounds and Exhibitions.

Your Committee have under consideration a complaint from a member, in respect of the Railway Company's practice of charging extra carriage upon traffic at carted and delivered rates, when consigned to and from Show Grounds.

In the opinion of your Committee this is inequitable, and a letter has been addressed to the Minister of Transport on the subject, urging that, unless exceptional services are rendered, such charges should not be made.

Bedding and Mattresses by Passenger Train.

Your Committee has to report that it has been the practice of the Railway Companies to charge certain classes of bedding and mattresses at the general parcel scale, plus 50 per cent.

As a result of a representation made by your Committee, an intimation has been received that, on and from the 1st October beds and bedding (feather, flock, wool or hair), will be conveyed by passenger train at Company's risk only, and charged at the general parcel scale, including collection and delivery within the usual

limits, where the arrangements for these services are not in operation.

Wednesday Train Service.

Your Committee beg to report that a representation has been made to the Railway Companies, urging the improved travelling facilities for Shop Assistants on Wednesdays, shortly after 1 p.m.

Committee's Recommendations.

Railway Mileage Gradation—Passenger Traffic.

That the recommendations of the Committee in relation to the mileage gradations in respect of traffic forwarded by passenger train

(a). For the first 12 miles.

(b). 13 to 25 miles,

and then by further gradations of 25 miles be approved.

W. Deakin, *Chairman.*

Birmingham, October, 1922.

REPORT OF DEPUTATION TO RAILWAY CLEARING HOUSE.

Resolved—That the report on the Deputation to the Railway Clearing House, now submitted, be received and entered on the minutes.

Report of Deputation to Railway Clearing House, Euston.

Railway Season Tickets and Passenger Fares.

As requested, I attended the meeting called for the 16th October, to meet the Railway General Managers at the Railway Clearing House, Euston.

The deputation consisted of the following members of the Associated Chambers of Commerce :—

Belfast : Mr. D. D. Reid, M.P.

Birmingham : Mr. W. Deakin, Chairman Transport Committee.

Leicester : Mr. A. Cross.

Liverpool : Mr. R. N. Edwards.

London : Mr. J. Gelos.

Manchester : Mr. Walters, Assistant Secretary.

Newcastle : Mr. Robinson.

Northampton : Mr. J. Dickens.

Ossett : Mr. Robins. Mr. R. B. Dunwoody, O.B.E., Secretary of the Association.

Mr. Dunwoody took the chair at the preliminary meeting to decide on the method to be followed in presenting the case before the Managers. As there was a deputation from the National Chamber of Trade, it was decided to ask them to join with us in presenting their views. One of their members, Mr. Walter Clarke, of Halifax, had a prepared statement of the case, which he read to the meeting, and in view of the very detailed and exhaustive way it dealt with the subject, it was resolved that he should lead off with it, to be followed by Mr. Walters, of Manchester, who also had a carefully prepared statement dealing with the question of contract and season tickets, and urging the Companies to reductions as the means of facilitating trade revival. Mr. Robinson, of Newcastle, was to follow with an appeal for reduction of fares for those who resided outside large towns, to enable them to take advantage of the shopping facilities these centres provided. I was asked to support the appeals as representing the Birmingham area, whose prosperity so largely depended on reasonable Railway Charges.

At the meeting of the Managers, Mr. Tetlow, of the Midland Railway, occupied the chair of the Railway Companies. Sir Arthur Shirley Benn for the deputation. We were asked by Mr. Tetlow to put our case as clearly and concisely as possible in view of the time at our disposal. The speakers followed as arranged at the preliminary meeting, Mr. Walter Clarke leading off, the subjects dealt with were :—

Reduction of Passenger Fares.
Reduction of Season Ticket Charges.
Reduction of qualification for Traders' Tickets.
Reduction of Cloak Room Charges.
Reduction of Travellers' Week-end Tickets.
Reduction of Parcels rates on smalls.

Mr. Walters read his statement, Mr. Robinson, of Newcastle, followed, and several others whose remarks were practically an endorsement of the statement referred to. As representing Birmingham, I expressed my strong support of the statement and views put forward. The Railway Chairman complimented the deputation on the clear, concise and reasonable way the case had been presented, and assured us that the Companies' Managers were quite sympathetic with the views of the deputation, and that they recognised the necessity of reducing rates as a means of improving the trade of the country. At the same time, he said that if all the concessions asked for were granted, there would be no ordinary tickets issued.

The previous day the question of reduction of rates had been before them, and he considered the result would be concessions which would meet their views. On the question of parcels rates, he could not give much hope of reduction.

In all the matters presented careful consideration would be given to our representations, but we must realise that the Company was not a philanthropic institution, and the suggestions meant an enormous reduction of revenue, unless there was a greatly increased traffic ; to illustrate the point he asserted that a reduction of a farthing per mile in passenger rates meant ten millions of money. They were anxious to meet the traders, and were not unaware of the desirability of reduced rates ; although he was not in a position to say what would be done, he anticipated that the results of the consideration of the subject, which would shortly be announced, would go some way to meet the views of the deputation.

After a vote of thanks to the Railway Managers, moved by Sir Shirley Benn, the conference ended.

W. Deakin.

Birmingham, 2nd November, 1922.

Addendum.

The decisions, taken by the general managers at a meeting at the Clearing House, Euston, may be summarised as follows :—

. The general basis for third-class ordinary fares from

January 1, 1923, will be reduced to 1½d. per mile, and for first-class ordinary fares to 2½d. per mile.

Rates charged for perishable goods traffic by passenger train will be reduced on the same date from 75 per cent. to 50 per cent. above pre-war charges. The reduction applies to fish and meat but not to milk, the rates for which have already been reduced.

The reduction of fares is to be accompanied by a move in the direction of standardisation. Companies now charging less than the double fare for the return journey will, as a general rule, terminate this arrangement and return fares will be placed on the normal basis of double fares.

Third-class ordinary fares now above 1½d. per mile will in all cases be reduced to 1½d., but where these fares are already below the normal, the reduction will be less than one-seventh of the present fare.

Tourist, cheap, and excursion fares will be reduced proportionately to ordinary fares.

There will be no reduction in season or contract ticket rates, or in workmen's fares, which are declared to be on an exceptionally low basis.

REPORT OF QUARTERLY MEETING OF THE ASSOCIATION OF BRITISH CHAMBERS OF COMMERCE.

Resolved—That the report on the Quarterly Meeting of the Association of British Chambers of Commerce be received and entered on the minutes.

Report of Quarterly Meeting of Association of British Chambers of Commerce, Leicester.

Report by the Secretary.

I beg to report that at the Quarterly Meeting of the Association of British Chambers of Commerce held at Leicester, on the 18th October, 1922, nearly 200 delegates from all parts of the United Kingdom were present.

Your Chamber was represented by Mr. F. Hickinbotham (President), Mr. H. C. Field, M.A., J.P. (immediate past President) and myself.

The Resolutions which were adopted appear as an Appendix to this report.

The Birmingham Resolution with regard to Corporation Profits Tax was moved by Mr. Field, and seconded by Mr. Arthur Balfour, of Sheffield. The Resolution with regard to Brazilian Customs Preference was moved by Mr. F. Hickinbotham, and seconded by Mr. Simmonds, of Wolverhampton, and the Resolution with regard to the Trade Boards Act was moved by myself. All these Resolutions were carried practically unanimously. An amendment proposed to the Trade Boards Resolution was withdrawn.

The Resolution with regard to German Reparations was moved by Sir Albert Hobson, of Sheffield, and seconded by Mr. J. A. Aiton, of Derby.

An important speech was made by Mr. Arthur Balfour in winding up the discussion, which was of intense interest to the delegates present. It was unanimously decided that the speeches of Sir Albert Hobson and Mr. Arthur Balfour should be printed *verbatim*, and widely circulated as being most weighty and valuable contributions to the discussions which have taken place on the vital question of Reparations.

G. Henry Wright,
Secretary.

Appendix.

Finance and Taxation.

German Reparations (Sheffield, Derby).

That this Association views with considerable alarm the continued drifting on the question of German Reparations, and feels very strongly that some definite line must be agreed on by the Allies, and thereafter imposed on Germany, without any further delays or concessions. The Association is satisfied that Germany can pay a substantial amount if proper means are taken to enforce payment. Successful trading with Central Europe is bound up in this question. As the position of German Reparations is causing the greatest injury to our commerce, and there seems to be very little prospect of any early settlement, the time has arrived when commercial men should formulate their opinions on the subject and should press for their acceptance by our Government, and that the Executive Council be requested to appoint a Committee to examine the whole question so that the Executive Council may place the Association's views so that the Executive Council may place the Association's views before His Majesty's Government.

Rating of Machinery. (Executive Council).

That in the interest of Trade and Commerce the Government be urged to give time and facilities for the passing into law during the Autumn Session of the Rating of Machinery Bill.

Corporation Profits Tax. (Birmingham).

That a strong representation be made to the Chancellor of the Exchequer urging that provision be made in the next Budget for the abolition of the Corporation Profits Tax, on the ground that it is inequitable and imposes an undue burden on the industry of the country and operates as a distinct check to enterprise.

Doles to Unemployed. (Dudley).

That this Meeting of Members of the Association of British Chambers of Commerce, whilst fully appreciating the continued need of providing some assistance to those workers who are willing but unable to find employment, views with alarm the demoralising effect of the continuance if the "Dole System." which in its opinion is damaging to the physique and morale of the unemployed and proving a serious danger and menace to the community generally, and urges the Government to give this pressing question immediate and serious consideration with a view to formulating Schemes of National or Local importance whereby each recipient should perform some work, remunerative or otherwise, before receiving such payment, and desires the Executive Council to set up a Special Committee to consider and report upon the whole question of relief of unemployment by Poor Law, by practical schemes of work and by the settlement of suitable emigrants overseas.

The following resolution was referred to the Committee to be set up under the above resolution.

Doles to Unemployed. (Southampton).

It being understood that the Government propose to expend £10,000,000 of the National Revenue in Unemployemnt Doles during the coming Winter, this Association is of opinion that the financial condition of the country cannot stand the strain of raising fresh money, and that the probable position at the end of the fiscal year indicates that such money can only be found in Government savings by immediately reducing Departmental Staffs and Expenditure which are in some cases greater than when the war ceased.

Further, it is strongly advised that if such an amount should become available, it should be largely expended on the settling of British emigrants in the British Overseas Dominions rather than in maintaining them at home.

National Expenditure and Reduction of Taxation. (Newcastle-on-Tyne.)

That this Association views with grave concern the inadequate steps taken by His Majesty's Government to curtail National Expenditure and to reduce Taxation, and calls the attention of the Chancellor of the Exchequer to the extravagant outlay in Governmental Departments as shown in the latest reports of the Select Committee on Estimates.

That this Association is of opinion that so long as the Government do not make drastic reductions in all expenditure in order to lighten the burden of taxation, trade cannot recover, and unemployment must therefore remain acute. That the Executive Council therefore inaugurate by means of the constituent Chambers a National campaign throughout the country demanding immediate substantial economies in all Government Departments.

Foreign and Colonial Affairs.

British Empire Exhibition. (London).

That this Association observes with satisfaction the large measure of support which has already been promised by the self-governing Dominions and the various Dependencies of the Empire to the British Empire Exhibition, 1924, and, with a view to the adequate representation of the industries of the United Kingdom, urges upon all Chambers of Commerce comprised within the Association that they should influence their Members to become exhibitors individually or collectively, having regard to the importance of extending Inter-Imperial trade, developing the resources and markets of the Empire, and encouraging settlement in its outlying portions.

Brazilian Customs Preference. (Birmingham).

That having regard to the injury done to the British Export Trade by the Customs Preference granted by Brazil to Belgium and the United States of America, a representation be made to the Foreign Office, urging His Majesty's Government to enter into negotiations for the conclusion of a Commercial Treaty with Brazil, under which the products of the United Kingdom would be entitled to Most-Favoured-Nation Treatment.

British Trade with Brazil. (Brazil-Rio).

That the British Chamber of Commerce in Brazil express their satisfaction at the action of H.M. Government in sending H.M. S.S. *Hood* and *Repulse* to participate in the Brazilian Centenary Celebration, and record their appreciation of the efforts made by H.M. Department of Overseas Trade to interest British Manufacturers and Merchants in the United Kingdom in the Brazilian Centenary Exhibition.

In cordially supporting these measures of policy favourable to Anglo-Brazilian trade this Chamber urges on Commercial and Industrial bodies in the United Kingdom closer study of Brazil as a supplier of iron, manganese, cotton, sugar, tobacco, cereals, fibres, rare woods, oils and many other lines of British importation. As producer of such products, as well as coffee, rubber and cattle, Brazil has the means to pay for large quantities of imports and great engineering and constructional enterprises offering profitable opportunities to British industries and undertakings, and close study and sympathetic consideration of conditions in this country will disclose how greatly and how beneficially to both nations trade and enterprise can be further developed between them.

In view of the efforts of competing countries to secure in advance a predominating commercial place in Brazil, this Chamber is of opinion that the subject is one to be dealt with by organised effort on the part of representatives bodies so that individual enterprise may be guided on sound and effective lines.

Reduction of Export Prices of British Goods. (Brazil-Rio).

That the British Chamber of Commerce in Brazil is convinced, by reason of numerous instances brought to their notice where British tenders have been hopelessly out of the running in open competition with those from other European countries and from the United States, that British Manufacturers and Exporters must unite in cutting down prices for export to the lowest level covering actual cost of production, in order to maintain their place in foreign markets, although necessitating large reductions from home prices, which are high by reason of heavy taxation.

They recommend that this should be represented to the Board of Trade, to Manufacturers and Exporters concerned, and also to Trade Unions, because loss of foreign trade must result in falling wages and unemployment at home. In their opinion it might be fairly represented that greater output will enable the United Kingdom to support the weight of unavoidable taxation, will reduce the cost of maintenance of the unemployed and will result in a further fall in home prices and consequently in greater purchasing power of wages.

Foreign Firms in England. (Brazil-Rio.)

That the influence of H.M. Government should be used as far as possible with foreign countries to prevent non-British concerns trading in those countries under titles raising a presumption of British origin or incorporation.

Russo-British Trading Agreements. Credit Facilities and Safeguards for British Nationals. (Russo-British.)

That this Association invites the attention of H.M. Government to the loss of British Export Trade which may result, if coincidently with the ratification of property, reinstatement agreements between British firms and the Soviet Government of Russia, credit facilities under the Government Export Scheme are not forthcoming. It must be understood that this comment does not imply any recommendation on the part of this Association, that the Export Credit Scheme should be so extended to Russia, except under conditions whereby adequate provision is made as to the recognition of Russian pre-war indebtedness, the full rights of private property and the adjustment of the claims of British Nationals in Russia. Furthermore, this Association would welcome some assurance from H.M. Government as to the safeguards proposed for the protection and convenience of British subjects who may proceed to Russia in virtue of the aforesaid agreements.

Home Affairs and Transport.

Trade Boards. (Birmingham).

That a representation be addressed to the Minister of Labour urging him to request His Majesty's Government to provide an opportunity for the introduction and enactment during the Autumn Session of a Bill to amend the Trade Boards Acts on the lines of the recommendations contained in the Report of the Committee presided over by the Rt. Hon. Viscount Cave, which was submitted to the Minister on the 11th April, 1922, and that the Minister be particularly urged to include a provision that where an agreement is reached between representative bodies of Employers and Workers, in an industry under the jurisdiction of a Trade Board, the Minister should be empowered to confirm the agreement and make it operative without delay and without the intervention of the Trade Board.

Aerial Postal Service. (Belfast).

In the opinion of this Association the establishment of an Aerial Postal service for the conveyance of letters and parcels throughout the British Isles would greatly facilitate Trade and Commerce and generally conduce to public convenience.

Parcel Post (Edinburgh).

That in the opinion of this Association of British Chambers of Commerce, the present excessive rates for parcel post are a handicap to trade. That a reduction of the rates, and especially of the minimum of ninepence for two pounds weight, would enable traders to make far more extensive use of the service, and that such reduction would result in a large increase in the number of parcels posted, with ultimately an increased revenue to the Post Office. The Association therefore suggests that the Postmaster-General reduce the rates for parcel post to the following level, namely, 1 lb. 4½d. ; 2 lbs., 6d. ; 3 lbs., 7d. ; 4 lbs., 8d. ; 5 lbs., 9d. ; 7 lbs., 10d. ; and 11 lbs. 1s. ; and that a deputation to the Postmaster-General be arranged.

Postal Facilities. (Exeter).

That whilst desirous for economies in the working of the Civil Service Departments, yet this Association considers that the Post Office Authorities should regulate the working of their staff to suit the convenience and requirements of the general public.

Curtailment of Postal Facilities. (Swansea).

That in the opinion of this Association the suggestion of the Postal Authorities for the suspension of the Saturday afternoon delivery and collection of letters should be strongly opposed, as this Association cannot view with equanimity any further curtailment of the Postal Services.

Hispano-American Postal Agreement. (Leeds).

That this Association calls the attention of the Postmaster-General to the effect on British Trade with South America of the Hispano-American postal agreement by means of which countries who have entered in the agreement obtain greatly reduced postal rates to those prevailing in this country, and urges His Majesty's Government seriously to consider the advisability of joining in the agreement.

Anomalies in Wages (Glasgow).

Having regard to the present widespread unemployment and the need for expansion of trade, this Association is convinced that an enquiry into the question of the adjustment of wages by the cost of living index number and its effect upon trade is a matter of urgent importance.

Coal Production. (Sheffield).

This Association earnestly requests His Majesty's Government to introduce amending legislation to the Seven Hours Act, which shall at least permit those Coal Owners and Coal Miners, who are in agreement, to arrange for a working week of eight hours per day as an abundant production of cheaper fuel is essential to reduce unemployment, and for the recovery of industrial prosperity, particularly in the Iron and Steel trades.

Preferential Payment of Gas and Electricity Accounts in Liquidations. (Sheffield).

Whereas certain Gas and Electricity Undertakings have power to refuse further supplies of Gas or Current until all outstanding accounts are paid in full.

And whereas those undertakings by exercising their monopoly powers against liquidators and Receivers of Companies who are carrying on businesses for the benefit of the Creditors, obtain an unfair preference over the general body of Creditors inasmuch as such Liquidators or Receivers must either pay the outstanding accounts in full or close down the businesses with resultant unemployment of labour and increased loss to the creditors.

This Association is of opinion that the exercise of such monopoly powers in such cases is unjust and unreasonable and should be discontinued and prohibited by legislation.

Higher Educational System. (Widnes).

This Association of British Chambers of Commerce

urges upon the President of the Board of Education the advisability of relaxing the conditions at present attached to the Group Course System of Evening Technical Education, whereby a student is compelled to devote a large percentage of his studies to subjects outside the actual scope of his craft, or profession. The Association firmly believes that such relaxation of these conditions would lead to greater advantage being taken of the facilities offered by the Local Education Authorities in this country.

Vote of Thanks.

On the motion of Mr. Kemp, President of the Leicester Chamber of Commerce, a hearty vote of thanks was accorded to Sir Arthur Shirley Benn, K.B.E., M.P., President, and to Mr. Arthur Balfour, J.P., Deputy-President, for their conduct in the Chair.

At the conclusion of the Meeting on the motion of Mr. Arthur Balfour, a hearty vote of thanks to the President, the Council and the Members of the Leicester Chamber of Commerce for their hospitality and for the excellent arrangements which had been made for the Meeting was passed with acclamation.

New Members.

Resolved—That the following be and are hereby elected (subject to examination by the Finance Committee) members of the Chamber :—

Charles Thomas Barlow, 22, Hamstead Hill, Handsworth, motor vehicle maker.

J. Bradley & Co., 151, Edmund Street, Birmingham, merchants, hardware and general.

John Bradley & Co., Ltd., Empire Screw & Rivet Works, Hurst St., Birmingham, screw rivets, bolts, nuts, etc.

The Birmingham Concrete Steel Company, 125, Edmund Street, Birmingham, reinforced concrete engineers.

Petty & Sons (Leeds), Ltd., 33, International Exchange, Edmund Street, Birmingham, lithographic and illustrated letterpress printers.

The Port of London Authority, Theatre Royal Chambers, New Street, Birmingham.

Harry Roberts, 13, Temple Street, Birmingham, insurance manager.

Sanbra Eng. Company, 124-5, Prichett Street, Birmingham, brassfounders, plumbers.

Charles Herbert Smallwood, 785, Bristol Road, Northfield, general ironmonger.

Thos. Taylor, 47, Chamber of Commerce Buildings, Birmingham, porcelain and insulating materials.

Mrs. H. Turner (trading as F. Turner), 61-63, Summer Hill St, Birmingham, art metal work, gas burners, etc.

Frank Harcourt Welshman, 121, Lordswood Road, Harborne, advertisement copy writer.

Resolved—That the following be and are hereby elected members of the Chamber :—

British Pipeless Central Heating Co., Ltd., 57, Pershore Street, Birmingham, heating specialists.

W. Brecknell, Five Ways, Birmingham, contractor.

M. Bywater & Co., Small Heath, Birmingham, porkmen.

Charles Carr, Ltd., Grove Lane, Smethwick, bell and brassfounders, metal manufacturers.

W. H. Coles, 122, Pritchett Street, Birmingham, celluloid and erinoid button manufacturer, metal smallwares.

Cooper Bros., 38-39, Deritend, Birmingham, hardware merchants, import and export.

County Cycle & Motor Co., Ltd., 300 & 301, Broad Street, Birmingham, cycle and motor agents and repairers.

The Forward Radiator Co., Ltd., 55-56, Macdonald Street, Birmingham, sheet metal workers (motor and aircraft trades).

The Graisley Eng. Co., Ltd., Sidney Street, Wolverhampton, sheet metal workers' tools, and general engineers, mill furnishers.

J. W. Haigh, 117, Corporation Street, Birmingham, merchant and factor (wholesale), speciality cutlery, fancy goods, etc.

William Humphreys, 76, Beaufort Road, Edgbaston, furnace engineer and manufacturers' agent.

G. Matthews, Ltd., 270, Corporation Street, Birmingham, builders' merchants.

Arthur Raybould, Ltd., 5-11, Fleet Street, Birmingham, brassfounders, gas and electric light fittings.

Harry Edwin Sheldon, 58, Slaney Street, Birmingham, brassfounder, hearth furniture and art metal work.

Samuel Smith, Baddesley Clinton, Knowle, merchant.

Edwin Sutcliffe, 307-8, Broad Street, Birmingham, insurance specialist.

F. J. Sutton, Ltd., 49-50 Steelhouse Lane, Birmingham, general merchants.

A. D. Wimbush & Son, Small Heath, Birmingham, confectioners.

William Oldbury, 109, New John Street, near Aston Road, Birmingham, pearl button manufacturer.

Wilcox & Pitman, Paragon Works, Henrietta Street, Birmingham, furnishing brassfounders.

Lord Mayor's Unemployment Distress Fund.

The President reported the receipt of a letter from the Lord Mayor, asking the Chamber to make a special effort on behalf of the Unemployment Distress Fund.

Resolved—That the matter be referred to the General Purposes Committee.

Presentation of President's Badge and Chain of Office.

Mr. J. S. Taylor's Generous Gift.

A Special Meeting of the Council was held at the Registered Offices, on Monday, Oct. 23, 1922, at 2.30p.m.

The President (Mr. F. Hickinbotham) presided, and there were also present: Messrs. J. S. Taylor, H. C. Field, M.A., J.P., H. Lakin-Smith, J. Weatherhead, H. E. Parkes, John W. Earle, Geo. H. Dugard, John P. Achurch, C. Holland Harper, Frank Haseler, Herbert O. Worrall, E. O. Boston, Lewis W. Goold, Frank Machin, Percy B. Adams, W. Deakin, John Belliss, H. Kerry Wingrove, Ald H. J. Sayer, Coun. F. D. Tippetts, Col. W. S. Tunbridge, Maj. T. C. Aveling, G. Henry Wright (Sec.), and H. Eyles (Assistant Sec.)

Apologies were announced from Sir Wm. Mills, Messrs. F. B. Goodman, H. W. Sambidge, G. C. Vyle, W. Marshall Freeman, E. W. Silk, H. James Yates, R. C. Rodgers, P. G. Allday, and W. A. Perry.

The meeting had been convened for the investiture

of a Presidential Badge and Chain of Office, the gift of Mr. J. S. Taylor, an ex-President.

Mr. Taylor, in making the presentation, said no doubt many of them had thought that their president for the time being, when representing the Chamber, the commercial parliament of Birmingham, at public functions, should bear some distinguishing mark of his station, and when their Chief Citizen and Magistrate, the Lord Mayor of Birmingham, suggested that he should be provided with a chain of office, it was evident that steps should be taken to carry out the idea. The whole of the work in connection with the suggestion has been done by a Committee consisting of the President, Mr. Lakin-Smith, and Mr. G. C. Vyle to whom all credit. The result was, as they would agree, an appropriate specimen of the goldsmiths' art of Birmingham's design and craftsmanship at its best.



PRESIDENTIAL BADGE AND CHAIN, THE GIFT OF MR. J. S. TAYLOR.

He had been asked to make the formal presentation to the Chamber. It would have gratified him if someone else had been deputed to perform that service. Their President, however, with the iron hand encased in velvet, said, like the Centurion of old mentioned in

Scripture, *do this. I do it,* added Mr. Taylor, and feel proud of the privilege of being one of the *minor medea* by which this emblem has been acquired.

With regard to the Chamber, he hoped to see 5,000 members enrolled, and when that number was reached to learn that the Council would continue to add thousand by thousand to the membership. Aim high! To assist, it behoved them to attract and enlist the services of young men on the Council; they would bring the progressive element so eminently desirable, and for them it would widen their experience, broaden their views, help to cultivate in them the spirit of corporate life and react to their well-being in every way.

It gave him the greatest pleasure to ask the President to accept for the Chamber the insignia to be worn by their Presidents when representing the Chamber on public and all fitting ceremonial occasions.

The President, having been invested, he proposed "That this Council of the Birmingham Chamber of Commerce (Incorporated) in Special Meeting assembled, desires, in the name and on behalf of the Chamber, to place on record its warmest appreciation of the generous gift of a Presidential Chain and Badge of Office by Mr. J. S. Taylor, who has been a member of the Council since 1898, and was Chairman during the years 1904-5 to 1909-10, and President 1910-11."

The President stated that Mr. J. S. Taylor had been a member of the Council for 24 years, having first been elected in 1898. Mr. Taylor was elected President of the Chamber in March, 1904, and retained that office until March, 1910.

At the beginning of his term of office, the number of members of the Chamber was 390, and, at the end of the period, the number was 1,100.

For several years Mr. Taylor represented the Chamber on the Executive Council of the Association of British Chambers of Commerce, and his wide knowledge and judgment were highly valued by his fellow members.

The Chamber was re-organised in 1902, when its membership was 240, and it will be seen that during the next two years the membership increased by 150.

On his coming into office, Mr. Taylor set himself energetically to work, with excellent results, as will be seen from the fact that during his six years of office the membership of the Chamber was increased nearly three times. Mr. Taylor was unremitting in his services. It was the Chamber first, the Chamber second, and the Chamber all the time. He had abundant faith in its possibilities and potentialities. Under his able guidance it grew in stature, and also in power and influence. During the whole of his service in the Chair, Mr. Taylor spared neither pains, nor time, nor labour in the work of serving and advancing the manufacturing and mercantile interests of the city. A man of wide knowledge and economic experience, Mr. Taylor brought to bear on all questions a mature judgment which gained him the entire confidence of his colleagues and the whole of the members of the Chamber. Taking an active part in local and National deputations to Ministers and Government Departments, Mr. Taylor's influence was considerable.

In 1906 Mr. Taylor gave valuable evidence before the Royal Commissions on Canals and Inland Waterways, and at a later date he served for over 12 months as a member of the Departmental Committee on Accidents in Factories.

Of the present Council of the Chamber, only three besides Mr. Taylor were members of the Council in 1904, viz.: Mr. Goodman, Mr. Field, and Mr. Sambidge. Since Mr. Taylor gave up the office of President, he has continued to take earnest interest in its proceedings. Ill-health during the last two years had unfortunately necessitated the restriction of his activities, but his interest has remained. Within a few hours of Mr. Taylor's learning from Minutes sent to him that there was a proposal for a Presidential Badge of Office, Mr. Taylor wrote a letter stating that he would regard it as an honour if he were permitted to present a suitable chain and badge. There could be no greater testimony than this to Mr. Taylor's living interest in the welfare of this great commercial body, which he did so much to build up to its present position.

The resolution was seconded by Mr. H. C. Field, past-President, and carried with acclamation.

In acknowledging the vote of thanks, Mr. Taylor said everything appertaining to the Chamber interested him. Great strides had been made in the past 21 years, when, and for 100 years previously, the membership fluctuated between 200 and 300. The rejuvenation commenced when Mr. F. B. Goodman became chairman, offices were rented, and Mr. G. Henry Wright was engaged as Secretary. Mr. Wright identified himself whole-heartedly with the Chamber, he was a *persona grata* with everyone, and his services had been invaluable. The Chamber had never looked back since his appointment; they had now between 3,000 and 4,000 members, and owned that building on its unique freehold island site fronting the main thoroughfare in the heart of the civic and commercial life of the city. With the repairs and alterations necessary to adapt it to meet their requirements, it had cost approximately £85,000, towards which about £50,000 had been subscribed and provided by a comparatively small number of members, leaving a debt of about £35,000. They had the best building in every way of any Chamber of Commerce in the United Kingdom, and he felt justified in thinking the members would not allow this debt to hang over them, and that as soon as trade revived they would make a strong appeal and determined effort in order that this splendid mansion of commerce building might be free from all encumbrances. Again he thanked the Council.

Presidential Chain of Office.

PENDANT.—The Pendant is massive, and of built-up construction. The centre portion of the Pendant is occupied by the reproduction in enamel of the Seal of the Chamber, surrounded by a laurel wreath confined with ribbons. The enamelled panel in the upper portion of the pendant displays symbols of Learning, Wisdom, and Industry in its various branches as carried out in the City and district. A similar but smaller panel in the lower portion of the pendant bears the figure of

"Justice," together with a Cornucopia symbolic of prosperity. The pendant is made to be detachable from the body of the chain, and can be worn separately on a special ribbon collar when required.

The reverse side bears the following inscription :— "Presented to the Birmingham Chamber of Commerce (Incorporated) by J. S. Taylor, Esq., Chairman 1904-5 to 1909-1910; President 1910-1911."

CHAIN.—The body of the chain consists of 21 links, making up the approximate length of 12 inches. The centre link bears the word "President" in enamel, surrounded by a laurel wreath. On either side of the centre link are small links in which are embodied an Axe, typifying authority. The remaining links are all shield design, surrounded by scroll work. These shield links are suitable for engraving the names of retiring Presidents.

The chain is made of 15 carat gold, and is of substantial weight. Two cases are being supplied, one for the whole of the chain complete with pendant, and a smaller one to take the pendant and its ribbon collar alone.

The whole of the work in connection with the chain has been carried out at the Albion Street Works of Joseph Fray, Limited, goldsmiths and silversmiths of this City.

Lord Mayor of Birmingham Entertained by Council of Chamber.

The Council of the Birmingham Chamber of Commerce entertained the Lord Mayor at a complimentary luncheon in the Queen's Hotel, on Friday, October 20th, in recognition of Alderman Davis's active promotion of the commercial interests of the city since he has been in office.

The President of the Chamber (Mr. F. Hickinbotham) occupied the chair, and among those present were : Sir William Mills, Messrs. H. C. Field, M.A., J.P. (immediate past president), Mr. H. Lakin-Smith (vice-president), J. W. Weatherhead (hon. treasurer), P. B. Adams, J. Belliss, E. O. Boston, W. H. Bowater, G. H. Dugard, J. W. Earle, Lewis W. Goold, C. E. Greener, Frank Haseler, C. Holland Harper, D. E. Campbell, E. W. Silk, F. Machin, W. H. Perry, S. H. Rowbotham, T. E. Upjohn, H. Kerry Wingrove, Herbert O. Worrall, R. C. Rodgers, H. T. Ledsam, Maj. T. C. Aveling, Coun. F. D. Tippetts, and Mr. G. Henry Wright (Secretary).

In proposing the Lord Mayor's health, the President said the Chamber of Commerce was the recognised voice of the trade of Birmingham, and, as such, came into contact with the various departments of the municipality. Whatever their mission might be, they had always been met in a friendly and courteous and a frank spirit which had left nothing to be desired. But they were further happy in that their principal connection with the municipality had been through the Lord Mayor himself. They had asked him on many occasions to help them in various ways, and he had never refused in spite of his very busy life. At the numerous functions which he attended, the Lord Mayor lost no opportunity—indeed, he made opportunities—of saying something about the Chamber, pointing out the unique position it held, and speaking in no measured terms of the efficient guidance of the Chamber by the members of the Council who were responsible for policy. That was not entirely his lordship's job, but it was all the more appreciated. It was right that due recognition should be given to an institution which had worked purely and simply for the benefit of the trades of the city at a great deal of sacrifice on the part of those who were responsible for the work. In conclusion, the President expressed appreciation of the work the Lord Mayor, as chief magistrate of the city, was doing in the present very trying times.

The Lord Mayor, replying on behalf of the Lady Mayoress and himself, said although his work was often strenuous, he enjoyed every minute of the time. There were two subjects of vital interest to the Chamber on which he wished to speak. One was the proposed road to Wolverhampton. The Corporation had done all that was possible to bring the arrangements to a successful issue. He had to acknowledge that up till now they had failed, but it was not the fault of the Corporation. They would appreciate that it was not the duty of Birmingham to find the whole of the money that was necessary to construct that road. Not an inch of it was within the confines of the city, and it would benefit so many localities between Birmingham and Wolverhampton that it would not be fair or just to saddle Birmingham ratepayers with the whole of the cost. One part of the road, the central portion, would cost, it was estimated, £500,000, of which the Ministry of Transport had offered to find half. The General Purposes Committee were unanimous in advising the Birmingham City Council to find no less than £100,000 towards the balance, but when it came to a question as to how much each of the other local authorities would find, the difficulty began. Tipton said £10,000; Wolverhampton said a substantial sum," but when the others were approached they made excuses. Until the money was forthcoming in reasonable proportions by all the local authorities that would benefit by the road, it was impossible to take the matter any further. (Hear, hear.)

The second matter, which interested the Chamber even more, was the suggested widening and deepening of the canal. It was estimated that the cost of the work between Worcester and Birmingham would come out at something like £3,000,000. What one had to consider was whether there was sufficient traffic to enable interest and sinking fund to be paid out of revenue, in addition to maintenance. He did not want to throw cold water on the scheme for a moment, but they had to recognise the fact that barges up to 250 tons could to-day come from Sharpness to Worcester, and that that waterway was not being anything like sufficiently used. They ought, as men of business, to lay it down as a cardinal fact that unless the traffic could be secured, or unless there was a reasonable prospect of it being got when the money was expended, it would not be just and right, in the interests of the ratepayers of Birmingham, that the Council should put down so large a sum of money.

The gross traffic income between Birmingham and Worcester to-day was £18,000. In 1913 it was only £9,000. The present tolls as compared with those of 1913 had been more then doubled. So that they could easily see that with administration, the cost of repairs, and maintenance, that section to-day was losing a great deal of money. There was a rise from Worcester to Birmingham of 425 feet. There were 28 locks between Worcester and Tardebigge; and the time taken to get the barges through the locks and the loss of water was so considerable that he really did not blame traders if they thought it was quicker and cheaper for them to send their goods by rail. He did not want to say the scheme was not a workable one, but he did want them to think it impossible to carry out unless it was a business proposition. Finally, he desired to see a greater measure of co-operation between the Chamber of Commerce and Birmingham Corporation. (Applause.)—(*Birmingham Post.*)

The Sales of Goods Act.

Address by Mr. W. C. Camm.

On Thursday, October 5, Mr. W. C. Camm (Lecturer to the Birmingham Board of Legal Studies) was the lecturer at the first of the series of General Meetings of members arranged by the Chamber for the autumn and winter months. In the absence of the President, on holiday, Mr. H. Lakin-Smith (Vice President) took the chair. He said it was intended that lectures of considerable interest to business men should be given at the Chamber on the first Thursday in each month throughout the winter, with the exception of December, when the meeting would be held on Friday, the 8th. He hoped that the small attendance at the opening meeting was not any criterion of the support they would have later on. A report of the lectures would be published in the Journal of the Chamber. He extended a warm welcome to Mr. Camm, remarking that his subject, "The Sale of Goods Act," was of great importance to business people.

Mr. Camm said that apart from any possible utility it was not inappropriate that the Sale of Goods Act should be considered in Birmingham, because it was drafted by a distinguished jurist who at the time was the Judge of the Birmingham County Court, now Sir Mackenzie Chalmers. He (Mr. Camm) approached the consideration of the subject with some trepidation for two reasons. He was a lawyer called to speak upon a legal subject, and apart from the general dulness which was supposed to attach to law, there was the added disadvantage that he would be in the position of the man who was talking "shop," and to talk "shop" to those who were not in the same line was often one of the most dreary things. There was perhaps a second and wider reason for his trepidation, and that was that lawyers were supposed not to be viewed with very much favour by business men, and probably a good many would agree with the sentiment if not with the precise words of the saying attributed to Voltaire, who in a characteristic way once said that he had only been ruined twice in his life—once when he lost a law suit and on the other occasion when he won one.—(Laughter).

The Sale of Goods Act, 1893, he continued, is an Act to codify the law relating to the Sale of Goods, an example of codification of the law, and of it a distinguished lawyer too early lost to us, the late Lord Parker, remarked that it was a very successful and correct codification of this branch of English Mercantile law. It certainly is a tribute to it that it has been adopted by many of our Colonies as the basis of Acts passed by their local legislatures, subject here and there to minor variations to meet local conditions. In Canada, for instance, I believe that it has been adopted throughout the whole area with the exception of the Province of Quebec; throughout Australasia, in the West Indian Islands, British Guiana, British Honduras, Gibraltar, Hong Kong and the Isle of Man. That is to say, the Sale of Goods Act has been taken as the basis of statutes which have been adopted in those areas for dealing with the law relating to the Sale of Goods, and even in the United States it is the basis of Acts which are now in force in 19 out of the States forming that Confederation. It sought to give legislative authority to a concise summary of the law which was in operation in this country in connection with the Sale of Goods. It was, by a series of Sections of an Act of Parliament, classified in something like logical order, designed to express in a concise way the law which prior thereto had been scattered throughout hundreds of cases to be found only in the law reports of various generations, some indeed as far back as the seventeenth or even the sixteenth century. So that the intention was, and I think I may say that mainly the result has been achieved, that one might turn primarily to this Act as embodying the law upon the particular topic. It has been thought that the same idea might be extended—and I think it is legitimate to just glance at this wider scope in a meeting of business men—and many people advocate a general codification of law. It may not be an essential but it certainly is a desirable thing, that law should be certain. The business man in entering into transactions wants to know where he is; he wants definiteness, stability, certainty. He does not want to have as an unexpressed but an implied term of his contract a law suit in addition to the particular subject matter with which he is dealing, and from that point of view probably the definiteness of the legal rule is more important, even, than the precise character of its substance. But, in fact, principles and rules of law embodied in a code can be just as doubtful and vague and uncertain as when they are embodied in judgments delivered by judges from time to time. They call for interpretation, for appeals to the courts, and consequently, since the Sale of Goods Act, there have been many cases in which the Court has been called upon to interpret the precise meaning of the words used in that Act, and that, I suppose, naturally must be so. The Act is not one which deals with the law of contract as a whole; it is but a chapter in the general law of contract. It does not prescribe what traders shall do. They are free, within the limits of the ordinary law of contract, to enter

into any bargain they please and to make any terms they may choose. It is directed, rather, to those matters upon which very often the parties have, for one reason or another, not embodied in their arrangements provisions to meet the case. It is designed, as one may perhaps rather put it, to fill up gaps which the contracting parties have left when they have been making their bargains. It assumes general freedom of contract and you find, if you look through the Act, that section after section starts with phrases such as these: "Subject to any agreement," "unless a different intention appears from the contract," "unless otherwise agreed." So that you always have to bear that in mind —that it is not laying down definite, inflexible rules which are applicable apart from the actual terms of the contract; that it has had regard to certain matters upon which people very often fail to make any particular contract, and in those cases it prescribes the rules which are to apply. Now it is concerned with the Sale of Goods. It therefore refers only to matters coming within the meaning of the word "Sale"; not to anything in the nature of barter, which is the exchange of goods, not to anything which is really a contract for work and materials. It must be a contract under which the property in goods is transferred, or is to be transferred, from one party to another for a money consideration, called the price. That is the general definition in the opening section of the Act, and you find that there are two things which are referred to in it, when you come to analyse it, in connection with the transfer of property: (1) a contract in which the property in the goods is transferred, or (2) is to be transferred. That is either there is the present transfer or passing of the property from the one to the other, or there is to be a future transfer of that property. The former comes later on in the Act to be referred to as a sale, that is a strict sale, where you have got a definite, specific article in which, under the terms of the bargain between the parties, the property—that is the legal proprietorship in the article —is transferred from seller to buyer; whereas in the other case, where the property is to be transferred at a future time, you have what in later sections of the Act is referred to as an agreement to sell. That distinction runs through the various provisions. And it has been intimated to me by the Chairman prior to the meeting that there is a good deal of importance turning now, in connection with a topic with which he has, in a professional capacity, to deal—the question of the return of Excess Profits Duty—upon that very point of the time at which the property as we lawyers call it, by which we mean the legal ownership or proprietorship, is transferred from the one to the other. Then the sale referred to is of Goods, which the Act specifically defines as "chattels personal, other than things in action, and money" You can rule entirely out of mind what we classify as real property, land and things attached thereto, and you come then to all other tangible things—furniture, for example, which constitute chattels personal, but money, which is a tangible thing, is specifically excluded. Then it excludes "things in action," which are a form of personal property, which really are no more than rights to or over something. Stocks and shares are legal things, personal property, but they are things in action and thus sales of stocks and shares are outside the purview of this Statute. But it does specifically include under the term "goods," growing crops although things attached to land provided they are to be severed either before or under the contract of sale.

It is obviously impossible in the short time given to one on an occasion like this to go through this Act in any detail. There are 61 sections. But to indicate to you its scope, I may point out that it is divided into six parts. The first fifteen sections, one of which will call for special notice, are concerned with the formation of a contract, and refer in some measure to things upon which the parties are not agreed; and in those fifteen sections are included The Contract of Sale, the Capacity of Parties, the Formalities of Contracts, the Subject matter of the Contract, Price, Conditions, and Warranties. The second part deals with the effect of the contract. You have got eleven sections there dealing with the transfer of property as between seller and buyer; and also transfer of title. The third part deals with the performance of the Contract, and in that part you will find rules as to delivery; instalment deliveries; delivery to carriers; the buyers right to examine goods; the liability of the buyer for neglecting or refusing delivery. The fourth part touches the rights of the seller against the goods; the right of lieu; the right of stoppage in transit if the buyer should become insolvent before the actual delivery of the goods. The fifth part is concerned with actions for breach of contract; the remedies of the seller and the remedies of the buyer. The sixth part is supplementary and covers a number of details, and particularly contains a very important definition clause, in which words and phrases used in the Act are given specific statutory meanings. I said when I referred to the first part of the Act that there was one clause which does go beyond the general lines of the others. They generally are concerned with the cases where the buyer and seller have not fixed particular terms. Here is a Section which imposes something upon them. It is Section 4. It is a section which in general terms is to this effect, that where you have a contract for the sale of goods of the value of £10 or upwards, that contract cannot be enforced in a Court of Law unless one of several conditions exist. Either you must have a part delivery of the goods, or a part payment of the price, or something given in earnest to bind the contract, or, failing one of those conditions, you must have a memorandum or note in writing. I do not know the extent to which the provisions of that section do operate generally in commercial circles. I can only judge from the instances which come to the notice of a lawyer in practice. But it is a section in regard to which I have formed a fairly strong view, and I want to draw special attention to the section, because I think upon it business men ought to form some definite opinion, and perhaps take a line either in support of its retention or of its repeal. It reproduces a section of an Act of the reign of Charles II. called the Statute of Frauds. In that Act there was section 17, which is substantially reproduced in this section 4 of the Sale of Goods Act.

The Statute of Frauds, in a very elaborate preamble, declared that it was passed with the view of preventing frauds and perjuries. It is a rather curious thing that that Statute of Frauds did not apply to Scotland and Sir Mackenzie Chalmers. in his book on the Act, makes what was perhaps intended to be a somewhat subtle stroke at the English in saying that Scotsmen never appear to have felt the want of it.—(Laughter). At any rate, it is a Statute of which a great Lord Chancellor in mid-Victorian days said that every line of it had cost a subsidy to interpret. In section 4 you have this interesting position, that if there has not been part delivery, part payment or earnest, you must have a note in writing. Your note may come into existence at any time. It need not be made at the time the contract was made. So long as it comes into existence before the issue of the writ or summons to enforce it, that is enough. It need not be signed by both parties. Signature by one is enough to create liability as regards the person who signed it ; so that you may have a contract upon which one is liable, and the other is not liable, to have an action brought against him. You can have a proposal in writing accepted verbally. The man who made the proposal is bound ; the man who accepted it verbally is not. The note, again, need not be addressed by one party to the contract to the other ; it is good even if it is something addressed to a third party. It has been held to be a valid memorandum when it was in the minute book forming part of some record of a Company ; and the Courts have even gone further than that, and they have recognised as a sufficient memorandum a letter, embodying particulars of the contract, although the letter expressly repudiated liability. Then you got a further development, namely that although such contract must be in writing it may be rescinded, put an end to altogether, by word of mouth. But although you may rescind the whole thing verbally, you may not vary it by any verbal arrangement. Therefore as to the written contract, where writing is necessary, there being an actual written contract, if the parties verbally agree upon something which is a variation or modification of it, that verbal variation is unenforcible if it becomes necessary to take the matter into Court. These are some of the curious, and, I think, somewhat absurd, results which have developed. fromthat Section. I would suggest that any such contract ought to be capable of proof in a Court in the same way as any other matter may be proved. At any rate, I do venture to think that probably that section has allowed and encouraged more fraud and perjury than it has prevented or discouraged.

Referring to those sections dealing with conditions and warranties, Mr. Camm said they contained a certain amount of legal technicality, but in reality they touched what to the commercial man was an important point, namely the question, " When can he cancel the contract ? " because there has been a breach of some term of it by the otherside. The Act did not define a condition. In general terms it spoke of a condition as a term of the contract breach of which gives the right to rescind the contract, although it did not expressly so define it. It said that whether a particular term was a condition, or a warranty was to be determined on the facts of each particular case. A condition was some term which was of the essence of the contract, whereas a warranty, which the Act did in act define, was an agreement collateral to the main purpose. It was something which was part of the bargain, but which was not the main purpose, although it was collateral or ancillary to it. Suppose a man were bargaining for the purchase of a horse—a hunter. He was inspecting a particular animal which was a hunter, and a good hunter. In the course of the negotiations the seller might say something about the animal having been owned by somebody who had hunted, perhaps, with the Quorn hounds. The question of whether a statement of that kind became a condition or a warranty was often a very fine point to decide. If the buyer said " well, if he has been hunted with the Quorn hounds I will buy him ; and I should not buy him otherwise," they had got something there which was of the essence of the contract. But if it was only that he was prepared to buy the horse as a horse, taking it as a hunter, treating what was said about hunting with the Quorn as only an additional reason they had something which was collateral to the main purpose of buying a hunter. If the animal was a good hunter that was enough. If it were untrue that the animal had hunted with the Quorn, if the statement was a condition the right of the buyer was to return the animal or to refuse to receive it, to treat the whole contract as at an end ; but if it was only a warranty he was bound to take delivery, or if he had accepted he was bound to keep the animal, and could only claim damages for any difference in value.

If at any time they referred to the Act on this question of condition, they might very well, as commercial men, look at Section 14, in which there was a Sub-section of very great, and he thought, far reaching importance, and which as he read the decisions of the Courts was being extended, and looked likely to be extended, in the scope of its operation. It was a section which related to the case where a buyer expressly, or by implication, made known to the seller the particular purpose for which the goods were required so as to show that the buyer relied on the seller's skill or judgment and the goods were of a description which it was in the course of the seller's business to supply, whether it was in the course of the seller's business to supply, whether he was the manufacturer of them or not. In that case the Act said there was an implied condition that the goods should be reasonably fit for such purpose. If the parties had made an express condition about the matter, well and good, but if they had not the Act said such a condition was implied as he read the cases, and the later decisions especially, the tendency of the Courts was to treat any indication by the purchaser of the purpose for which he wanted the goods as being also an indication that he was relying upon the seller's skill or judgment in the matter, and if the goods were not reasonably fit for the indicated purpose there was a breach of a condition which entitled the buyer to treat the contract as at an end and to repudiate it.

On the motion of Mr. F. M. Hawnt, seconded by Mr. Taylor, the thanks of the meeting were accorded to Mr. Camm for his interesting and valuable address.

Lectures at the Industrial and Commercial Efficiency Exhibition.

We have pleasure in announcing that in response to a number of enquiries received from visitors to the Industrial and Commercial Efficiency Exhibition, arrangements have been made for each of the Lectures delivered at the Exhibition being published in this Journal.

The Commercial Value of the Census.

A lecture of more than ordinary interest was delivered at the Birmingham Efficiency Exhibition, at Bingley Hall, on Wednesday, May 31st, by Capt. E. W. Phillips, upon "The Commercial Value of the Census." The Chairman was Mr. W. A. Dalley, Manager of the Birmingham Labour Exchange, who said that doubtless many of them had wondered to what commercial uses the Census figures could be put, but those who had had his experience of dealing with large numbers of people had no difficulty in realising how useful tabulated information respecting masses of individual could be.

We supposed that the first person who took a census in this country was William the Conqueror, who in 1068 had the Doomsday Book compiled. How many times a census was taken between that time and 1801 he did not know; probably no one did; but the latter was the date on which the first census was officially taken, and it had been regularly taken every ten years since. Prior to that, the information was compiled in a haphazard way from the churches and registrars, and in other ways; but obviously a more scientific method was badly needed.

Some little time ago, when the Labour Exchanges were required to do some special work, it was due to the initiative of Mr. J. T. Homer, the Divisional Controller of the Midland area, that the census returns were made the basis for providing the information required. The returns were there available, but it was a fact that up to that time no one had dreamed of putting them to the use they were now put. Advantage was also taken of the returns required to be made under the Ministry of National Service. It was of the highest importance that they should have complete records of the population. Many firms in Birmingham apparently kept very indifferent records of the men they employed, for instance. It was a fact that one large firm in Birmingham, while it was freely discharging men from one department, was busily engaged in signing others on at the Labour Exchange for another department. That could not have happened if they had had a proper card index of their men. There had also been cases in which men had come to the counter to sign on for unemployment benefit, and had been sent back to the same firms for jobs in another department. (Laughter.) Every firm should have a proper card index of its workpeople. If that card were to contain what the man was doing, and also the alternative work that he was capable of doing, it would be found of great benefit all round. Everything that could be done to minimise the volume of unemployment should be done. (Applause.) He felt sure that they would listen with great pleasure and profit to the lecture that Capt. Phillips would now give them.

Capt. Phillips said:—

It is only just over a year ago that every householder was required to fill in the census form; a task which is imposed upon us every ten years, to the annoyance of a good many people, I believe, but a task which I hope to persuade you we should be glad to undertake every five years instead of every ten years as heretofore. There is a tendency to regard this as one more form required by the Government for its own benefit, whereas the truth of the matter is that we fill up the census forms not for the Government's benefit, but for our own.

The sooner this important fact is realised the better. Last year many questions that ought to have been asked were not asked. It is recognised that the filling up of forms is not a popular pastime of the British people, and every effort was made to cut down the number of questions asked to the bare minimum. In point of fact, in deference to what is believed by the officials to be public opinion, but which if it exists is a very misguided opinion, several questions were omitted which for our own benefit ought to have been included; questions which, had they been asked, would have been of direct advantage to us.

In these circumstances, you may be assured that every one of the questions which did appear upon the census form was there because, without any shadow of doubt whatever, its inclusion was to provide information of value to the community. The advantages to trade and commerce throughout the country are not the least of the benefits to be derived from an analysed and detailed periodical enumeration of the country's population.

The resulting value of the statistics thus gathered together is to some extent, naturally, dependent upon the accuracy of the information. If only those who fill up the forms would realise that they are doing so for their own benefit, I believe that we should not find, census after census, that there has been a great deal of carelessness in filling up the forms, and also a great deal of deliberate untruthfulness. At every census we find that there are large numbers of people who either don't, or won't, know their own ages. Rather than take the slightest trouble to ascertain and check their exact age, we find that quinquennial ages, and round numbers in particular, are very popular. Thus the number of people claiming to be aged 50, for example, is always excessive, the figures being swollen by the erroneous inclusion of large numbers of those who are really aged 49 or 51, and even a fair proportion of those aged 48 and 52. When the total figures for the whole country have been obtained, so great are the errors resulting from this popularity of the round numbers, that the distortion is apparent on mere inspection. It says much for the progress which has been made recently in the science of mathematics that I should be able to tell you to-day that actuarial skill has now almost completely overcome the difficulty created by this laziness on the part of so many of those who fill in the census forms, the theory of statistics leading the way to the correction of the errors and deliberate misstatements.

The ladies are the worst offenders in the matter of downright and deliberate falsehood. I am sorry to have

to make this statement, but unfortunately there cannot be any doubt in the matter. I cannot help feeling that vanity is the prime cause behind all this feminine untruthfulness, and I can only add that nowhere can there possibly be a more glaring example of useless falsehood. It is not to be conceived that anyone in the same household would be unaware of one's true age ; and practically no one outside that household will have the opportunity of seeing the age and the name of the person at the same time. As soon as the figures are commenced upon, as soon as the enumerators begin to collate, individuality is lost sight of. Nevertheless at every census tens of thousands of the fair sex fake their ages, with no possible advantage to themselves. Vanity misapplied causes many young girls, aged up to nineteen, say, to overstate their ages, so that they are included in the group of ages 20 to 25. On the other hand, with those who have passed the age of 25, vanity works in the opposite direction, and causes them to understate their ages. Thus doubly is the age group 20-25 swollen ; so much so, in fact, that at every census which has been held in this country since the first, there have been more ladies claiming to be aged 20-25 than there were girls ten years before aged 10-15 ; and this notwithstanding the fact that thousands and thousands of those girls have, unfortunately but not unnaturally, died in the ten years which have elapsed.

The theory of statistics does not, of course, tell us which are the liars, but it does tell us very approximately how many liars there are, so leading to a measure of feminine vanity ; or when you bear in mind how futile the whole thing is, we might almost regard this unnecessary fibbing as a measure of feminine stupidity. It will be interesting to see, when the results of last year's census are published, whether there has been any improvement in truthfulness. If there has not, I propose to analyse the figures county by county, and publish facts showing which counties lead the way for untruthfulness, and which are most truthful.

The figures for last year will soon be ready for publication, and they will be invaluable as a basis of comparison in all questions of public health, and for other community service purposes such as building schemes. My object at the moment, however, is to persuade you that these figures can be put to uses, and very practical and valuable uses, in trade and commerce. They will, or should be, employed as a basis for sales records and comparisons, as a guide in launching new articles upon the market, as an indication of the best centres for production and distribution, and of the most likely centres for labour supply, and other cognate purposes. In this connection we must remember that we shall find in the published blue books, which anyone may purchase, figures giving not merely the numbers of people living in various districts, but the age-group composition of those local populations, and their distribution over various occupations. We are all fairly familiar with the method frequently used in commerce and trade for watching sales. The country is broken up into areas, and each year the actual sales are compared with the sales made either in some previous year regarded as a standard, or with a standard composed by averaging a number of previous years. Possibly this method often works well in practice ; but I am quite sure that there must be many cases where it works very badly indeed. In theory I cannot see why a certain past year should be regarded as a standard with which to compare the present year, in preference to regarding the present year as a standard against which to compare the past years. I do not see any argument to make us prefer one method to the other ; but it will make an enormous difference to the conclusions at which we arrive, according as we select one method or the other. Presumably, if the common method is employed we shall go very carefully into the case of every district which shows a lower sales return this year than is shown in our standard ; but presumably also we shall be fairly satisfied with any area which shows sales returns equal to or better than our so called " standard." Why ? A few brief years ago this "standard " itself was merely the result obtained by a certain salesman, working more or less energetically, and more or less successfully. How do we know that it is satisfactory ? And if it is not, why use it for a standard of comparison in succeeding years ?

If I were selling something required by the community as a whole, such as soap, I would base my sale comparisons upon the population of the different areas. If I were selling expensive motor-cars, to go to the other extreme, I would base my sales comparison upon the number of people resident in the area and engaged in those occupations which as far as I could judge were likely to be such as to give a large enough income to enable those engaged therein to purchase my motor-car. Even with soap I have no doubt that if I were asked to investigate the question thoroughly I would find that wealthy people buy a more expensive kind of soap, and that accordingly I must take occupation into account in making different bases for comparison for the different kinds of soap.

Even if I were a small local retailer, interested only in a small district, I would purchase the figures relating to my own area, and compare those of the 1921 census with those of the 1911 census, carefully observing what changes had taken place in the numbers and the occupations of the people who were my customers, or who might become my customers if I could succeed in attracting their custom.

I would not like to conclude without reminding you that to a large extent the value of the census figures to us depends upon our having them quickly. It is a canon of the science of statistics that figures derive the major portion of their value from being up-to-date. Stale statistics are almost useless ; what we want is news. It is therefore interesting that at this very moment the collation and tabulation of last year's census figures is being carried out with enormous rapidity by means of wonderful machinery, which uses cards with holes punched therein in much the same way that a player-piano is controlled by the holes in rolls of paper. These machines, working automatically, sort the cards, of which there is one for each householder, at the enormous speed of nearly 20,000 cards per hour and count much of the information at the same time.

On the specimen card which I have had distributed to you, by permission of the Census authorities, you will

observe that we have particulars of a family consisting of a man aged 48 and his wife aged 41, and twin children aged 2. We are also told that they live in a house with seven rooms, and that they speak the English language. We are not told what language father speaks if the twins are restless at night. But the point which I wish to emphasise is that although we have on this card an interesting little picture of an English family, living in their seven-roomed house, and other information concerning them, there is not one word to tell us their name, or where they live, or to identify them in any way. I hope that this important fact will be borne in mind by everyone when the next census is taken, and that there will be no feelings of annoyance at having to fill up a form which is entirely for our own benefit, and no hesitation in giving private information which we may rest assured will remain private.

The Chairman, in dealing with the lecture, said that he wanted to defend the ladies from 20 to 28. (Laughter.) It was not they who gave the trouble, but the ladies who were somewhat older, and who very loosely gave their age as 40. It was strange how many of them gave the level figure, and yet those who studied the figures knew very well that there could not be such an immense number of women in the land just forty years of age. Now this led to a great deal of trouble, and it was just as well that they should know that it might lead to a great deal of trouble so far as they themselves were concerned.

For instance, if a woman gave her age as 40 when she was only 36, it stood to common sense that in another twenty years she would be 60. And yet in her census paper then she would probably return her age as 56. Now that might mean trouble so far as she was concerned. It might mean that officials would say, "Oh, that cannot be the same woman," and then, if she wanted to prove that she was the same, they might call for a special birth certificate to be lodged.

It was remarkable that people could not sign a census paper accurately; it was no more trouble to do so. But they found that ladies' ages were very often incorrectly stated; but it depended at what time of life they were, whether they exaggerated their age or decreased it. (Laughter.) Ladies did not always stay in the same part of the country, and if there was a discrepancy in regard to age on two forms of varying dates, it was natural to conclude that they did not relate to one and the same person. Incorrect filling in was likely to give trouble to officials, and also, it might be, to the person making the wrong returns.

The audience accorded Capt. Phillips a warm vote of thanks for his unconventional and interesting lecture.

Imperial Cables.

Average daily transit times during the month of October, 1922:—

Montreal .. 73 minutes.
Sydney .. 3 hours 45 minutes.

Fastest transit times:—

Montreal .. 60 mins. on 12 days during month.
Sydney .. 2¼ hours on 3 days during month.

Association of British Chambers of Commerce.

Birmingham Resolutions at the Quarterly Meeting.

We have pleasure in publishing the following notes on the case in support of the resolutions moved by the Birmingham Chamber of Commerce, at the quarterly meeting of the Association of British Chambers of Commerce held at Leicester, on the 18th October, 1922.

Corporation Profits Tax.

"That a strong representation be made to the Chancellor of the Exchequer urging that provision be made in the next Budget for the abolition of the Corporation Profits Tax, on the ground that it is inequitable and imposes an undue burden on the industry of the country and operates as a distinct check to enterprise."

Notes.

The Corporation Profits Tax was first imposed by the Finance Act, 1920, and applied to all profits arising in any accounting period ending after the 31st December, 1919, subject to certain limitations. The tax is an amount equal to five per cent. of the profits referred to. The Government's justification of the imposition of the tax was that a certain measure of privilege, viz., non-liability to super-tax was obtained by limited companies, by reason of the fact that their ordinary shareholders were not liable to the same extent as if they were partners in a private business.

The question of the repeal of the tax was discussed on an amendment submitted by a private member to the Finance Bill in June last. He pointed out what was an actual fact, viz., that the feeling against the Corporation Profits Tax had steadily increased and spread throughout the country. Indeed, there was an almost unanimous demand for its repeal. It was generally regarded as anomalous and unjust, having the effect in many cases of making ordinary shareholders really pay super-tax twice over, and also, in the case of persons with an income sufficiently low to exempt them from income tax, of imposing upon such persons whose investments were in the shares of a limited company, the payment of what is really equivalent to super-tax. It should be noted that the Corporation Profits Tax falls only upon the ordinary shareholders of a limited company and not upon debenture holders or preference shareholders. It is estimated that the Corporation Profits Tax worked out at the rate of about 2s. in the pound (£) on the profits made by the various companies which are subject to it, and in such cases, last year, the effect of the duty was to raise the income tax on shareholders to 8s. in the pound (£), whilst in the present year, the total tax upon their income will amount to 7s. in the pound (£).

There can be little doubt that the Corporation Profits Tax has had a seriously detrimental effect upon enterprise, and this in its turn has resulted in serious injury to the trade and industry of the country. If persisted in, the tax may have the effect of turning some industry, and certainly some revenue, out of the country.

The Corporation Profits Tax is levied on profits whether earned in this country or abroad.

In the debate in the House of Commons on the 28th June last, Sir Arthur Fell, M.P., stated that he believed it was a fact that, in the previous twelve months, there had hardly been an issue made of the ordinary shares of any company, and further, that there had not been one new company which had issued ordinary shares to the public in the past twelve months. He pointed out that this was most extraordinary, and was rendered the more remarkable following the investment boom of a slightly earlier period.

It is reasonable to assume that, had it not been for the Corporation Profits Tax, there would have been considerable issues of ordinary shares by industrial companies, but in view of the tax, many people have employed their money by way of investment entirely in foreign loans, loans to our Dominions and Dependencies, and also loans to successful concerns in this country who have made issues of further capital, but not by way of ordinary shares.

There is another view which is important. Vast sums of money have been invested by British people in railway and other companies abroad, but with their head office in this country. If the Corporation Profits Tax is allowed to remain these companies will be bound to transfer their head office to the countries where their directors and their management already are, in order to avoid liability to the heavy burden imposed by the tax. Should this happen, it would be a serious loss to the country.

During the debate in the House of Commons, the following paragraph was read from one of the principal financial papers in the city :

> "Ordinary shareholders, as everybody knows, are the people who take the risk. They are the people who initiate ; the people willing to test new methods, new ideas, and new openings. For the rest of the community, through its Government, to impose a fine upon them for so doing, when it is crying out for employment, and paying out in doles for unemployment times over the yield of the fine, comes very near indeed to the limit of imbecility. The effect is not merely to check enterprise ; the effect, by heightening the risk and lowering the reward of enterprise, is to add to the cost of capital for the purpose. The further effect of adding to that cost is to raise the cost of debenture and preference capital *pro-rata*. Thus the very foundation of joint-stock investment is undermined. In short, there can be no sort of question, but that alike in limited yield and in unlimited incidental harm the Corporation Profits Tax is a bad tax, and that the sooner it can be abolished the better."

Brazilian Customs Preference.

"That having regard to the injury done to the British export trade by the Customs Preference granted by Brazil to Belgium and the United States of America, a representation be made to the Foreign Office, urging His Majesty's Government to enter into negotiations for the conclusion of a commercial treaty with Brazil, under which the products of the United Kingdom would be entitled to Most Favoured Nation treatment."

Notes.

In 1904, an agreement was entered into between the Government of the United States of America and Brazil under the provisions of which certain imports into Brazil from the United States were given the advantage of a Preferential Tariff. The list of articles was extended from time to time and the following are now entitled to this preference, namely :

Steel file cabinets.	Dried fruits.
Pianos.	Condensed milk.
Scales.	Paints.
Cement.	Refrigerators.
Furniture for schools.	Typewriters.
Flour.	Varnishes.
Rubber goods.	Windmills.
Corsets.	Watches.

The preference reduction in duty allowed to the United States on these articles is 20 per cent., except in the case of flour where the reduction is 30 per cent.

The preferences were first granted to the United States in recognition of their being the largest buyers of Brazilian coffee. The United States were then importing a much larger value of Brazilian coffee and other produce than the value of American exports to Brazil. To-day, she is selling more to Brazil than she buys.

British exporters have for many years represented to their Chambers of Commerce the injury inflicted upon their trade by these Preferences, but His Majesty's Government have, so far, failed to obtain any redress.

In 1920, the grievance of British exporters was accentuated by the fact that the Preference Reduction of 20 per cent. was accorded to Belgium on rubber goods, ice chests, weighing machines, corsets, paints, pianos, and cement, the Brazilian Government pointing out that they were given in a complimentary sense on the visit of their Belgian Majesties and only applied to the year 1920. They were, however, renewed in 1921, and have again been renewed this year.

The Birmingham Chamber of Commerce have made many representations to the Government on the matter, but it does not appear that in their approaches to the Brazilian Government their action has been sufficiently vigorous.

On the 8th May, 1922, the Birmingham Chamber of Commerce received a letter from the Board of Trade in which the following paragraph occurred :

> "As you are doubtless aware, there is no Commercial Treaty in force between this country and Brazil, and the Board are of the opinion that no useful purpose would be served by making renewed representations to the Brazilian Government at the present time in favour of Most-Favoured-Nation Tariff Treatment being extended to the products of the United Kingdom."

Replying to a question in the House of Commons on the 10th April last, the President of the Board of Trade stated that the Brazilian Government had been

repeatedly approached on the subject of His Majesty's Government, without success. He added, "advantage will be taken of any opportunity which may occur in the future of re-opening the question with any prospect of success."

In December, 1918, the British Chamber of Commerce in Brazil published a Report of a Special Committee on the effects of these preferential duties on trade and on the effect between Brazil and the British Empire. The report is a lengthy one, but in the preface it is stated :

> "That the inquiry confirms the general impression that led to the appointment of the Sub-Committee responsible for the Report as to the effects that may be expected should Preferential treatment not be abolished, or, in default, be extended to all Allied countries alike."

The matter is obviously a very serious one for British traders, and it is earnestly to be hoped that the British Government will at the earliest possible moment invite the Brazilian Government to enter into a Commercial Treaty embodying the Most-Favoured-Nation Clause. Surely, no better opportunity could present itself than the celebration of the Brazilian Centenary which has recently taken place, and on which highly complimentary and friendly messages were passed between the two Governments, and last, but not least, the British Government signalised the occasion by sending two of our great warships to Rio.

Trade Boards Acts.

That a representation be addressed to the Minister of Labour urging him to request His Majesty's Government to provide an opportunity for the introduction and enactment during the Autumn Session of a Bill to amend the Trade Boards Acts on the lines of the recommendations contained in the Report of the Committee presided over by the Rt. Hon. Viscount Cave, which was submitted to the Minister on the 11th April, 1922, and that the Minister be particularly urged to include a provision that where an agreement is reached between representative bodies of Employers and Workers, in an industry under the jurisdiction of a Trade Board, the Minister should be empowered to confirm the agreement and make it operative without delay and without the intervention of the Trade Board.

Notes.

It will be within the recollection of all Chambers of Commerce that the first Act of Parliament relating to Trade Boards was passed in 1909. It related to four trades only, belonging to what were generally known as "sweated industries." Provision, however, was made for the Act to be applied by provisional order, subject to confirmation by Parliament, to other trades if the Board of Trade were satisfied that the rate of wages prevailing in any branch of the trade was exceptionally low as compared with that in other employments, and that the other circumstances of the trade were such as to render the application of the Act to the trade expedient.

In the year 1913, 13 Trade Boards were set up by provisional order. In 1918, another Trade Boards Act was passed which was considerably wider in its scope. This was followed by a large increase in the number of Trade Boards ; 15 were established in 1919 ; 31 in 1920 ; and 3 in 1921, making a total of 69 on the 31st December, 1921.

The object of the 1909 Act, was practically thrown overboard as the Act of 1918 was taken as an invitation to use Trade Boards less as instruments for the protection of workers in sweated industries than as institutions for the regulation of wages in the trades concerned.

During the two years immediately following the war, there grew up a considerable amount of agitation as to the injurious effects of the wide powers conferred upon Trade Boards. A Committee was therefore set up by the Ministry of Labour, under the Presidency of Lord Cave, to inquire into the working and effects of the Acts, and to report what changes, if any, were required. This Committee reported on the 11th April, 1922, and their recommendations numbered 34. The main recommendation was that the power of the Minister of Labour to apply the Acts to a trade, be confined to cases where he is satisfied :—

> (*a*) That the rate of wages prevailing in the trade, or any branch of the trade, is unduly low as compared with those in other employments, and
>
> (*b*) That no adequate machinery exists for the effective regulation of wages throughout the trade.

It was further recommended that no new Trade Board should be set up until a public Inquiry had been held on the matter.

Among the most persistent objections to the Trade Boards Acts were the high level of the minimum rates fixed ; the injury caused by competition of home traders not employing labour ; the manner in which the rates fixed for juvenile labour had interfered with the recruitment and training of young workers ; the confusion caused by the multiplicity of Boards set up for kindred industries ; and last, but not least, the length of time required for the revision of the rates when fixed. These are all very important objections and on the whole, they seem to have commended themselves to Lord Cave's Committee, whose recommendations in the main have been agreed to by the Minister of Labour, who, in his turn, has promised to introduce a Bill into Parliament for the purpose of carrying them into effect. In the meantime, the Minister has by administrative act taken certain steps to shorten the period which must elapse before any proposal to alter rates of wages can take effect, but with the utmost he can do in this way, the period will still be too long, having regard to the repeated change of conditions in the industries affected. In the meantime, such injury and loss has been caused and much unemployment has necessarily followed. To delay legislation until 1923 can only accentuate the difficult position which has arisen, and a hope is therefore expressed in the Resolution that the Minister may be able to find means for a Bill to be brought in and passed during the Autumn Session.

The second part of the Resolution is not covered by the recommendations of the Cave Committee, but it is urged that it is one which should commend itself to the Association of Chambers of Commerce. It is that a provision should be inserted in the Bill that, where an agreement is reached between representative bodies of employers and workers in an industry under the jurisdiction of a Trade Board, the Minister should be empowered to confirm the Agreement and make it operative without delay, and without the intervention of the Trade Board.

In some of the trades now controlled by a Trade Board, the majority of the workers' and employers' representatives consisted of persons nominated by the Employers' Association and the Trade Union concerned. An agreement between these bodies is often arrived at, and when it has been come to, it is a mere formality to convene a meeting of the Trade Board for the purpose of approving it, and then issue a public notice asking for objections which have to be considered by the Trade Board at a second meeting before the proposal can be put before the Minister. In such trades as these, where both sides are well organised, it must be obvious that an agreement arrived at is one that could safely be accepted by the Minister, and subsequently enforced throughout the country as a statutory arrangement.

Research for Metals Industry.

A most interesting pamphlet, "Research Work in Progress," has just been issued by the British Non-Ferrous Metals Research Association, of 71, Temple Row, Birmingham. The investigations in hand cover many important problems of the Copper, Brass, Aluminium, Nickel and Lead industries, as well as subjects of importance to all users of such metals. The support given to this Association by the leading firms seems to be most encouraging, but the field covered is very wide, and many of these researches, such as those on the improvement of brass, on metal polishing, and on soldering, should attract the attention and support of many other sections of industry. The user is apt at first sight to overlook the fact that he is even more interested in the improvement of quality of his raw material than the manufacturer of the metal. In the case of failure, however, it is the user who always bears the greater loss, since he sacrifices all the time and workmanship which has been expended on the article being manufactured.

The Bureau of Information of the Association also seems to be doing excellent service in distributing to Members reports of the results of the experimental researches, and acting as a live intelligence service collecting and distributing information likely to be of service to the industry, and from the far corners of the world.

Finally some indication is given of the further work which the Council hope to take up when additional financial support is forthcoming, which includes problems of importance to the Electrical Industries, to Die Casters and to the Tin Plate Trade.

German Debts Under Article 297 (e) of the Treaty of Versailles.

The attention of members is drawn to the following correspondence :—

14, Queen Anne's Gate, S.W.1.
2nd November, 1922.

Egerton S. Grey, Esq., K.C.,
Controller,
The Clearing Office (Enemy Debts),
Cornwall House, S.E.1.

Sir,—I am directed by the President, Sir Arthur Shirley Benn, K.B.E., and the Executive Council of this Association, to inform you that at their meeting yesterday they had under consideration the question of Compensation Claims awarded to British Subjects by the Mixed Arbitral Tribunal, St. James's Square, under Article 297 (e) of the Treaty of Versailles.

The Executive Council expressed the opinion that it should be possible for your Department to make some immediate payment, on account, in respect of all agreed claims and adjudications of the Mixed Arbitral Tribunal, and I am directed to enquire whether the Association could be informed if any steps are being taken by your Department to pay such claims and adjudications, either in whole or in part.

I am, Sir,
Your Obedient Servant,
(Signed) R. B. Dunwoody,
Secretary.

The Clearing Office (Enemy Debts)
Cornwall House,
Stamford Street,
London, S.E.1.
3rd November, 1922.

Sir,—I have the honour to acknowledge the receipt of your letter of the 2nd November regarding the payment of amounts awarded by the Mixed Arbitral Tribunal in respect of compensation under Article 297 (e) of the Treaty of Versailles.

As regards sums awarded by the Mixed Arbitral Tribunal, so far as these relate to the proceeds of sale of the claimants' property, they are at once paid by this Department in sterling at the pre-war rate of exchange upon the award being given.

As regards, however, the complimentary claims for damages in excess of the actual sum produced by the sale of the claimants' property, the payment of these is a direct obligation of the German Government. Germany now declares herself unable to meet this obligation owing to her present financial condition and having regard to the prior claim of the Reparation Commission.

As you are aware a second charge has been created over German property in British territory as collateral security in favour of this class of claim, subject to a prior charge in favour of debts and proceeds of liquidation. At present the cash realised from the sale of this property has been barely sufficient to cover these two first classes of obligation. It has, therefore, been necessary to postpone payments to the ultimate encumbrancers. The Public Trustee, however, who is

responsible for the liquidation of German Property in this country, is making every effort to expedite its sale, and it is hoped that it will be possible to make a distribution on account in respect of compensation awards in the near future.

I have the honour to be, Sir,
Your obedient servant,
(Signed) F. S. GREY.
Controller.

The Secretary,
The Association of British Chambers of Commerce,
11, Queen Anne's Gate, Westminster, S.W.1.

Railway Notices.

The attention of members is directed to the additional facilities available to them through the new Transport Section set up in connection with the Chamber. As hitherto, questions of general interest will be undertaken free on behalf of members, but in addition to these it will now be possible to undertake individual assistance in respect of such questions as :—

(*a*) The reasonableness of charges and questions of preference.

(*b*) Rates analyses and mileage particulars.

(*c*) Difficulties in connection with claims and disputes.

(*d*) Siding agreements and all questions of rebates.

(*e*) Checking of railway accounts.

(*f*) And special interviews by arrangement.

For exceptional and individual services the Council have fixed the following schedule of charges :—

For the first ½-hour	.. ..	**Free.**
Beyond that time	.. ..	**10s. per hour.**
	(Minimum)	**5s. 0d.**
For checking railway accounts		**By estimate, in accordance with the work involved.**

Trade Enquiries.

(1) Firm in Madras are anxious to represent British firms able to supply iron, sheets and plates, steel bars, bolts, nuts, etc.

(2) London firm with considerable experience in the iron and steel trade are open for agencies for engineering products, iron and steel, and semi-products and chemicals.

(3) Gentleman, fully qualified in agricultural science, anxious to go to Rhodesia, wishes to get into touch with firms interested. Excellent testimonials.

(4) Gentleman shortly vacating position of Registrar and Joint Accountant to a large Public Co., with fluent knowledge of French, some German and Italian, accountancy and secretarial experience, seeks position.

(5) Gentleman contemplating going to Algiers and Morocco, extensive experience of the Continent, seeks agencies for that market.

(6) Englishman in Canada, well connected, desires to obtain agencies from British firms for that market.

(7) Englishman well connected in New Brunswick and Quebec and Western Provinces, shortly returning to Canada, is desirous of obtaining agencies from one or two reputable firms.

(8) Englishman, in Italy, having lived on the Continent for 12 years, knowing various languages and business in all its branches, is desirous of getting into touch with British firms interested in the Continental markets.

(9) Import and export firm in Malta offer their services for the supply of "Real hand-made Maltese Laces."

(10) Gentleman of Spanish nationality over in the U.K. for two months is anxious to meet firms interested in that market.

(11) Firm in Toronto, Canada, wishing to specialise in British products are desirous of entering into negotiations with firms interested.

(12) South African gentleman with good connection desires to get into touch with firms of good standing requiring representation in that market.

(13) Englishman resident in Paris is anxious to get into touch with firms desirous of developing their business with Eastern Europe in particular and the Continent in general.

Special Trade Enquiries.

(1*a*) Firm of safemakers in Sarreguemtnes are open to appoint firm or persons well introduced and already representing similar articles.

(2*a*) French house with London branch are open to appoint a reliable agent on a commission basis, for first-class musical goods and instruments of French manufacture.

(3*a*) Firm of almond exporters in Italy desire to appoint agents in this district. They also wish to get into touch with biscuit and chocolate manufacturers.

(4*a*) Midland firm are desirous of appointing an agent on a commission basis for South Wales. They also wish to appoint an agent in the Midlands and West of England, respectively.

(5*a*) Firm in London wish to appoint a reliable mineral broker or importer to act as sole agent in Birmingham and district for import of "White Kieselguhr;" full details on application.

(6*a*) Wanted an agent with connections in the bakery trade able to represent well-known Danish firm of yeast manufacturers.

(7*a*) Spanish firm are open to appoint an agent for agricultural Spanish products and industrial Spanish products ; fuller details upon application.

(1*a*1) Exhibition at Mans (France) ; The Exhibition authorities desire to appoint an English representative and, or agent in touch with industrial firms.

(2*a*2) The Riga Commercial Bank, Riga, Latvia, have decided to establish in their new bank premises a "Permanent Sample Show" of home and foreign manufacturers; firms interested can obtain fuller details on application.

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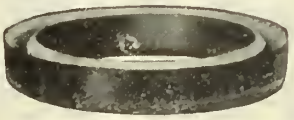
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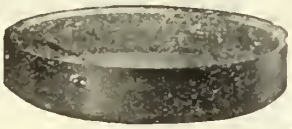
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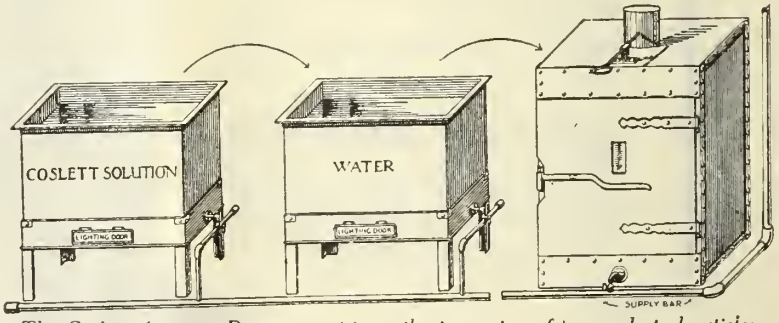
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[4]

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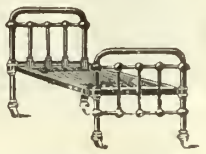
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Burton, Dellingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2578-4.
Illston & Robson, Herbert Road, Birmingham. Vic. 180.
Nuts & Bolts (Darlaston), Ltd., Foster Street, Darlaston. Dar. 68.
Herbert W. Perlam, Ltd., Floodgate Street, Birm. Cen. 595 & 596.
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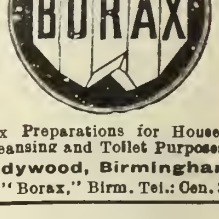
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Gerden & Munro, 13, 14, 15, 16, Horse Fair, Birmingham. Mid. 1078.
Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.
Newman Bros., Fleet Street, Birmingham. Central 3403.
H. Parsons, Ltd., Britannia Works, Tyseley, Birmingham. Telegraphic Address: "Hectomar." Registered Trade Mark: "Britmac." A. G. 243.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

COFFINS.

Fox & Charles, 31-33 Bristol Street, Birmingham. Mid. 2068. Tel.: "Foxcharco," Birmingham.
Ingall, Parsons, Clive & & Co., Ltd Bradford Street, Birm. Mid. 423.

COLLAR STUDS.

C. H. Collins & Sons, Ltd., 47/8 Hockley Hill, Birm. Cen. 3915/6.
Henry Owen & Sons, Ltd., Caroline Street, Birmingham. Cen 2181.

COINING MACHINERY.

Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

COLD STORAGE.

W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 2820, 2821.

COLOUR PRINTERS.

Jenner & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham

COMMERCIAL PHOTOGRAPHER.

Edgar T. Gething, 6 Oozells Street, Birmingham. Mid. 1133.

COMMERCIAL VEHICLE REPAIRERS.

T. C. Aveling & Co. (B'ham), Ltd., 91-93 New Canal Street, Birm. Cen. 2929. Repairs and Service Depot, Thornycroft Commercial Vehicles.

COMPOSITE CANISTERS.

Eeles, Walker & Co., Ltd., The Crescent, Birmingham. Cen. 5324. Manufacturers of all kinds of Composite Canisters for Food, etc., Papier Mache and Tin combined. Vacuum Flask Carriers.

COMPRESSED AND LIQUEFIED GASES.

British Oxygen Co., Ltd., Lodge Road, Hockley, Birm. Cen. 2001.

CONSULTING ENGINEER.

Charles Ralph Townsend, Caxton House, Gt. Charles St., Birm. "Autofan," Birm. Cen. 293.

COOKING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, Birm. "Fahrenheit," Birm. Vic. 463.

COOPERS (BREWERS').

Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

COPPER RIVETS AND WASHERS.

Baxters' Bolt, Screw, and Rivet Works, 76-78 Parade, Birmingham.
Thomas Haddon & Co., Moseley Street, Birm. Mid. 1875 and 1876.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

COPPERSMITHS.

Lawden & Poole, Hope Works, Newtown Row, Birm. Cen. 1061.
Lee & Wilkes, Ltd., Brewery Street Birmingham. Cen. 5.

COPPER WATER BALLS.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.
Pearsall Bros., Finch & Co., Clement Street, Birmingham. Cen. 1252. Telegrams, "Pearfinco, Birm."

COPYING PRESSES.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

CORNICE POLE FITTINGS.

D. Flynn & Co., Steward Street, Birmingham Export—Henry Campbell, 58, Basinghall Street, London.
Reeves & Co., Crescent Works, Birm. Cen. 1553

COSLETTIZING.

The Coslett Anti-Rust Syndicate, Ltd., Victoria St., Birm. Cen. 5653.

CREAM SEPARATORS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

CRUCIBLE MANUFACTURER.

A. Harris, Crucible Works, Broad Street, Birmingham. Mid. 849.

CUE CASE MANUFACTURERS.

C. Gould & Co., 10-13 New Bond Street, Birmingham

CUPOLAS.

Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

CUPRO NICKEL.

John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

CURTAIN HOOKS AND RINGS.

Charles Rowley & Co., 146-8 Bordesley, Birmingham. Cen. 3162.

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C. J. Adie & Nephew, Ltd., 156 Warstone Lane, Birmingham. Cen. 452
Fredk. Anderson, Ltd., 116 Steelhouse Lane, Birmingham. Cen. 7218.

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T.A. "Luggage," Birmingham, T.N. King's Norton, 121.

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"BOWDEN," Acock's Green.

Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.
The Elkan Cycle & Motor Co., 91 Soho Hill, Birmingham. Northern 780. Tel: "Elkcam," Birmingham.
T. C. Enslone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Add., "Enscolid."
F. Line & Co., 12, 13, 14 Buckingham Street, Birm. Cen. 5336. Telegrams "Linco," Birmingham
Midland Gear Case Co., Ltd., Bridge Street West, Birm. Cen. 823-824.
Perry & Co. Ltd., Perryan Works, Lancaster Street, Birm. Cen. 2457-8-9
Stonehouse Works Co., Spon Lane, Mills, West Bromwich.

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Moor Street, Birmingham.
Cen. 2987.



Branches: Liverpool, Newcastle, London and Cardiff.

Westwood Rim & Patents, Ltd., Lawden Road, Birmingham. Vic. 427

CYCLES, MOTOR CYCLES AND GRAMOPHONES.

Mead Cycle Co. (Inc.), 50 George Street, Balsall Heath, Birm. South 690.

CYCLE AND MOTOR CYCLE MANUFACTURERS.

Bowns, Ltd., Æolus Works, Summer Lane, Birmingham. Cen. 3374
T. Cadby & Sons, Ltd., Farm St., Hockley, Birmingham. Northern 724/5.
Chase Cycle Co., Ltd., Snow Hill, Birmingham. Cen. 1605.

Harry James (Sons), Ltd.
CYCLE & MOTOR CYCLE MANUFACTURERS.
Progress Works, Cleveland St., Birmingham.
Tel. 7277.

The Enfield Cycle Co., Ltd., Royal Enfield Works, Redditch. See advertisement under "Motor Cycles."
Humphries & Dawes, Ltd., Hall Green Works, Birmingham "Humdaw," Birm. Shirley 48.
James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
Kirk & Merifield, 40-52 Moseley St., Birm. Exporters of Everything for the Cycle and Garage. Mid. 812.
Lindalls, Ltd., Globe Works, Lombard Street, Birmingham. Mid. 596.
W. A. Lloyd's Cycles, Ltd., 7 Freeman Street, Birmingham. Cen. 5601.
Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
New Hudson, Ltd., Icknield Street, Birmingham. Cen. 6523.
A. T. Perry Cycle Co., Cambridge Street, Birmingham. Cen, 3448.
Planet Engineering Co., 15 Francis Street, Birmingham. Cen. 144.

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Tel. Add.: "Talisman,"
Tel. Nn.: Northern 775.

Wineberg & Co., 114-6-8 Perebore Street, Birm. Mid. 1395.

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Jointless Rim, Ltd., 47 Union Passage, Martineau Street, Birmingham.
The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

CYCLE AND MOTOR CYCLE SADDLERY.

J. B. Brooks & Co., Ltd., Criterion Works Birmingham. Cen. 2273.
Gaugh & Co., Ltd., 180 Park Road, Hockley Birmingham. Cen. 3447.
The Leatheries, Ltd. Sparkbrook, Birmingham. Vic. 216.
Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
Wright Saddle Co., Ltd., Lower Essex Street, Birmingham. Mid 1704.

CYCLE AND MOTOR CYCLE SPOKES AND NIPPLES.

Bowkett Bros., Nelson Street, Birmingham. Cen. 1452.
W. Dean & Co., Ltd., 67 Cliveland Street, Birm. Cen. 7354.
D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56/57.

CYCLE AND MOTOR CYCLE TYRES.

Capan Heaton & Co., Ltd., Hazlewell Mills, Stirchley, Birmingham.
Dunlop Rubber Co., Ltd., Aston Cross, Birmingham. East 920-30.
Severn Rubber Co., Ltd., 108 Newhall Street, Birmingbam. Cen. 7334. Tels.: "Renown," Birmingham.

CYCLE AND MOTOR LAMPS.

Lamps (Birmingham), Ltd., Belgrave Road, Birmingham. Mid. 1216.
Joseph Lucas, Ltd., Great King Street, Birmingbam. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingbam. Cen. 2585.

CYCLE AND MOTOR PUMPS.

Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lawe & Co., Ltd., 55-57 New St., Aston, Birmingbam. Northern 845.

CYCLE AND MOTOR CYCLE FITTINGS.

British Auto Machining Co., Ltd., 58/59, Bradford Street, Birmingham. Mid. 311. Cycle Pedals a speciality.
Charles Collins, 190 Itchfield Road, Aston, Birmingham. East 375.
T. D. Cross & Sons, Vesey Street, Birm. Cen. 1490. Specialities: Free Wheels, Bracket Cups, Hub Cogs, Magneto Cogs.
Charles Lindall & Son. Ltd., Parkfield Road, Saltley, Birm. East 867.
J. A. Phillips & Co. (1916). Ltd., Credenda Works. Bridge Street, Smethwick, Birm. Smethwick 234. Pedals, Handlebars, Brakes, etc.
E. A. Radnall & Co., Dartmouth Street. Birmingham. Cen. 897. Brakes. Accessories. Frames, etc.
Walton & Brawn, Ltd., 315 Summer Lane, Birmingham. Cen. 5377.

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J. Taylor, "O.G." Works, Warwick, Road, Greet, Birmingham.
Chas. B. Timperley. Queen's Chambers Snow Hlll. Birm. Cen. 275.
Bown's Expert and Fitting Dept., 86 Snow Hill, Birmingham. Cen. 275.

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W. Dean & Co. Ltd., 67 Cliveland Street, Birmingham. Cen. 7354.

CYCLE SADDLES.

J. B. Brooks & Co., Ltd., Cycle Saddles, Leather Goods, Travelling Bags, Trunks, Fancy Leather Goods, Motor Trunks and Specialities, Criterion Works, Great Charles Street, Birmingham. "Brooks." Birmingham. Cen. 3670 (6 lines).

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S	"DISCHUB"	
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Clyde Works, Weaman St., Birmingham. Cen. 2845

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Brearley St, Birmingham, Eng.

Morgan's Claims & Pedals, Ltd., Wellington Works, 89-90 Cheapside, Birmingham. Mid. 1826.

CYLINDERS (IRON).

William Mills, Ltd., Atlas Works, Grove Street, Birmingham. "Wilmil," Birm. Smethwick 313-314.

DIAMONDS.

W. E. Oakley & Co., 18 Vyse Street, Birmingham. Cen. 5270.

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J. A. Reynolds & Co., Ltd., 170 Edmund Street, Birm. Cen. 5967.

DRAWING OFFICE STATIONERY.

J. A. Reynolds & Co., Ltd., 170, Edmund Street, Birm. Cen. 5967 Tracing cloths, tracing papers, drawing papers, engineers' photo papers, and electric photo printing apparatus.
Clifford Taylor & Co., 156 Edmund Street, Birmingham. Cen. 5244.

DRILLING MACHINES.

James Archdale & Co., Ltd., Ledsam Street, Birm. Mid. 2276.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen 2110.

DRILLING MACHINES —*contd.*

R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.

DROP FORGINGS AND STAMPINGS.

Archer Stamping Co., Wharf Street, Aston, Birmingham. East 376.
Armstrong, Stevens & Sons, Ltd., Whittall St., Birmingham. Cen. 6148.
Drop Stampings, Ltd., Manchester Street, Birmingham. Cen. 6132.
A. Harper, Sons & Bean, Ltd., Drop Stampings and Pressings in all kinds of Metal, Rolfe Street, Smethwick. "Beanion," Smethwick Tel. 317 Smethwick.
Hughes-Johnson Stampings, Ltd., Langley Green, Birm. "Engines," Langley, Worc. Oldbury 260-1-2.
Long Acre Stampings, Ltd., Long Acre, Aston, Birm. East 229.
Soho Drop Forgings Co., Ltd., Watt Street, Smethwick, Birm. S. 30.
Stampings Alliance Ltd., Argyle Street, Nechells, Birm. East 130.

DYNAMOS.

Coleman & Appleby, Ltd., 23 Great Hampton Street, Birm. Cen. 766.
R. Cruickshank, Ltd., Camden St., Birmingham. Cen. 7213.

EDGE TOOLS.

Edward Elwell, Ltd., The Forge, Wednesbury, Staffs. Tel. No. 52.
William Hunt & Sons, The Brades, Ltd., Brades Steel Works, near Birmingham. "Brades," Birm.
A. & F. Parkes & Co., Ltd., Coldfield Wks., Dartmouth St., Birm. Cen. 320.
Septimus Vaughan, Ltd., Henry Street, West Bromwich. Telephone 235.
Whitehouse Bros. Ltd., District Works, Cannock, Staffs Tel. No. 3.
A. W. Wills & Son, Ltd, Park Mills. Nechells, Birmingham. East 117.

ELECTRICAL ACCESSORIES.

C. H. Parsons, Ltd., Britannia Works, Tyseley, Birmingham. Tel. Add. "Hectomar." Registered Trade Mark, "Britmac." A. Green 243.
Reeves & Co., Crescent Works, Birm. Cen. 1553.

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Best & Lloyd, Ltd., Handsworth, Birmingham. Smethwick 35.

Cressall Manufacturing Co., 40-41 Staniforth Street, Birmingham. "Ohmic," Birm. Cen. 3463. Makers of the "Cressall" Electric Fires, Kettles, Irons, Hotplates, etc.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane "Fahrenheit," Birmingham Vic. 463.

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Charles Joyner & Co., Icknield Square Birmingham. Edgbaston 513.

ELECTRIC LIGHT FITTINGS.

Best & Lloyd, Ltd., Handsworth, Birmingham. Smethwick 35.

Thomas R. Carpenter, Ltd., 171-9 Bishop Street, Birm. Mid. 1014.

Cranmer & Cheshire, Steward Street, Birmingham. Cen. 7503.

Forward Electric Co., Ltd., Fountain Works, Lennox Street, Birmingham. North 677.

Henderson & Walker, Ltd., Sydenham Worke, Small Heath, Birm. "Bagatelle," Birm. Vic. 117.

John A. Harry Hunt, 233, Bradford Street, Birmingham. Mid. 1941.

Ingram & Kemp, 70/75 Icknield Sq., Birmingham. Edgbaston 933.

Charles Joyner & Co., Icknield Square, Birmingham. Edgbaston 513.

F. Smith & Son (Southampton) Ltd., Victoria Works, Queen Street, Walsall. Telephone, Walsall 391.

Sperryn & Co., Moorsom Street Works, Birmingham. "Sperryn," Birm. Cen. 1237-38.

Wm. Soutter & Sons, Ltd., Farm Street, Hockley, Birm. North 15.

TaylorBros., Cooksey Rd., Small Heath, Birm. Vic. 95. "Chandelier," Birm.

C. J. Thursfield & Co., Ltd., Clement Street, Parade, Birm. Cen. 6267.

Wm. Whitehouse & Co., Ltd., Empire Works, Bruneton St., Birmingham. Cen. 1404. Tel. "Empire," Birm. London Show Rooms, 22, Newman Street, Oxford Street, W.1. Tel. Museum 884.

ELECTRICAL IRONCLAD SWITCHGEAR.

Berry's Electric, Ltd. (late Berry, Skinner & Co.), Suffolk Works, Oozells Street, Birm. Mid. 95.

The Midland Electric Manufacturing Co., Ltd., Barford Street, Birm. "Kilowatt," Birm. Mid. 671-2.

The Vincent Switchgear Manufg. Co., Vincent Parade, Birm Mid. 1898.

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T. C. Enstone & Co. (Succrs.) **Ltd.**, Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Address, "Enscolid."

Illston & Robson, Herbert Road, Birmingham. Vic. 180.

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W. Bennett & Co., Engineers' Stores, St. Nicholas Street, Worcester. Tel. 262. Materials for all trades, Home and Export.

ENGINEERS (Confectioners').

John Hounsell (Engineers), Ltd., George St., Parade, Birm. Cen. 1338

ENGINEERS, (ELECTRICAL).

Brolt, Ltd., Rood End Road, Oldbury, Oldbury 226.

ENGINEERS' MERCHANTS.

James Turnbull & Co., 3 New Street, Birmingham. 'Phone: Cen. 5339. 'Grams: "Supervise."

ENGINEERS' MERCHANTS, MILL AND COLLIERY FURNISHERS.

Birmingham Power Transmission, Ltd., 105 Vyse Street, Cen. 432, and 117-8 Snow Hill, Birm. Cen. 3364. And 165 Spring Hill, Birmingham.

Sydney R. Turner, 145 and 147 Bristol Street, Birmingham. Mid. 2120

ENGINEERS' TOOLS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birm. Mid. 1790. Taps and Dies, Gauges, Reamers, etc.

Charles Churchill & Co., Ltd., Albert Street, Birm. Cen. 2117.

A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.

Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.

ENGINEERS' SMALL TOOLS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

ENGINEERS' STEAM FITTINGS.

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ENGRAVERS.

Frank Baker & Sons, Ltd., 28-29 St. Paul's Square Birm. Cen. 2893.

ENGRAVERS—*continued*

Ingall, Parsons, Clive & Co., Bradford Street, Birmingham. Mid. 423.

W. Mavilla, Anchor Worke, Park Road, Aston, Birm. Mathematical Scales and Engine Dividing.

J. R. Pearson, 35-39 Cowper Street, Birmingham.

EXTRUDED METALS.

McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechnie," Birmingham. Edg. 381 (4 lines).

EXTRUDED METAL RODS.

The Delta Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 5206.

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Bodill, Parker (1922), Ltd.,

Motor, Sail, Sacking, Equipment, Strap and Legging. Spur Teeth Gromets, Brass Thimbles, round or heart-shaped, &c., &c.

Trade  Merk.

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"Bodills," B'ham. Cen. 2260

Eyelets, Limited,

Manufacturers of EYELETS FOR THE BOOT, CORSET AND STATIONERY TRADES,

Commercial Street, Birmingham.

Mid. 975.

Tel. Add.: "Eyelim," B'ham.

Fisk, Davey & Co., Ltd., Tower Road, Aston, Birmingham. East 170.

Herbert, Kershaw & Co., Ltd., Highgate Street, Birm. Mid. 511.

George Tucker Eyelet Co., Ltd., Jameson Road, Birmingham. East 241.

FANCY GOODS (LEATHER, Etc.).

Frank Bolwell, Holborn Chambers, Broad Street, Birm. Novelties in Leather Goods, Necklaces, &c.

FANCY LEATHER GOODS.

H. R. Aulton & Co., Warwick Works, Walsall. Walsall 352.

Eeles, Walker & Co., Ltd., The Creecent, Birm. Cen. 5324. Attaché and suit cases, travelling equipment. Vacuum Flask Carriers.

D. B. Harris & Son Ltd. 73-5, Newhall Street, Birm. Cen. 6276. Speciality: Ladies' Hand Bags and Purses.

Thos. Icke & Son, Heath Leather Works, West Bromwich. W.Brom.63.

Edward Jones, 145-7 Camden Street, Birmingham. Cen. 2787.

Martins—Birmingham, Ltd., Granville Street. Birmingham.

Adolph Scott, Ltd., 24-6 Gt. Hampton Street, Birmingham. Cen. 702.

Richard Wheatley & Son, 90-96 Constitution Hill, Birm. Cen. 5774.

FELLMONGERS.

J. J. & H. Hosseil, 96 Coventry St., Birm. Cen. 4186. Branches, Belmont Passage, Birm., and Layerthorpe Bridge, York.

FELT MANUFACTURERS.

Cooper & Co (Birmingham), Ltd., Little King St., Birm. Cen. 2264.

FENDER MANUFACTURERS.

Addicott & Holland, 58-59 Staniforth Street, Birmingham. Cen. 1678.

Charles Hutton & Sons, Conybere Works, Birmingham. Mid. 296.

Newey & Homer, London Fields Works, Dudley. Dudley 32.

R. Normansell, Exeter Street, Birm Mid. 1754

John Wright (Fenders), Ltd., Glover Street, Birmingham. Vic. 296.

FERRULES.

Thomas Johnson & Sons, Whitehouse Street, Aston, Birm. East 904. Small solid-drawn brass, steel.

FILES, RE-CUT.

Monks & Crane, Ltd., Stanhope St., Birmingham. Stock of New Files, Tools.

FILING SYSTEMS.

Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.

FIRE BRICKS.

Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Lumps, Tiles, Ganister

Bowen & Edwards, Northwood Street, Birm. Cen. 522. Fireclay, Ganister,

Gibbons (Dudley), Ltd., Dibdale Fireclay Works, near Dudley.

Harris & Pearson, Stourbridge. Brierley Hill 7. "Fireclay," Stourbridge.

King Bros., Ltd., Penn Street, Birm. Cen. 1109. Crucibles, Glass Pots.

Mobberley & Perry, Ltd., Stourbridge. 128, 129 Brierley Hill.

FIRE EXTINGUISHERS.

Darlaston Galvanized Hollow-ware Co. Ltd., Booth Street, Darlaston. 'Phone 10. Makers of the Patented "XLCR" Fire Extincteur.

Foamite Firefoam, Ltd., 65, South Molton Street, London, W.1. District Manager, A. F. Sargeant, 57, Bishopsgate Street, Birmingham.

FISH HOOK AND NEEDLE MANUFACTURERS.

Richard Hemming & Son, Forge Mille, Redditch. Redditch 10.

Thomas Hemming & Son. Ltd., Windsor Mills, Redditch. Redditch 125.

Arthur James, Excelsior Works Redditch.

John James & Sons, Ltd., Victoria Works. Redditch. Redditch 12.

The Redditch Manufacturing Co., Gresham Works, Redditch. Red. 150

H. Wilkes & Co., Ltd., Studley, near Redditch. Studley 8.

FISH HOOK AND TACKLE MANUFACTURERS.

S. Allcock & Co., Ltd., Standard Worke Redditch. Redditch 1 and 2.

Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.

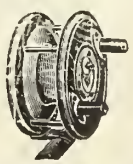
George Moore, Ltd., National Works, Redditch. Established 1805.

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Reuben Heaton & Sons. Ltd., 38-40, New Street, Aston, Birmingham.

Smith & Wall, Limited,

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Newtown Row, Birmingham.

Tel. Add.: "Football, Birmingham." Telephone: Central 4416

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FOUNDRY PLANT MAKERS.

Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

FURNACES.

The Incandescent Heat Co., Ltd., British Mills, Cornwall Road, Smethwick, Birmingham. Coal, gas, and oil-fired, for all purposes.

C. F. Price & Co., Ruskin Chambers, Corporation Street, Birm. Cen.5997.

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Thomas Hickin & Sons, 83 Buckingham Street, Birmingham.

GAS AND ELECTRIC LIGHT FITTINGS.

Beal, Greenwood & Co., Ltd., Hinckley Street, Birm. Mid. 78.

Thomas R. Carpenter, Ltd., 171/179 Bishop St., Birm. Mid. 1014.

Francis, Crisp & Co. Ltd., 195-7 Summer Lane, Birmingham. Cen. 6600.

Ingram & Kemp, 70-75, Icknield Square, Birmingham. Edgbaston 933.

Charles Joyner & Co., Icknield Square, Birmingham Edgbaston 513.

Rainsford & Lynes, Ltd., Emily Street, Birmingham. Mid. 1325.

Taylor Bros., Cooksey Rd., Small Heath. Birm. Vic. 95. "Chandelier," Birm.

GAS BURNERS & ADJUSTERS.

Burners (1921), Ltd., Stoke Prior Mill Bromsgrove. Phone: 118.

T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham; Vic. 370. Tel. Address, "Enscolld."

GAS ENGINEERS.

W. Parkinson & Co. (Incorporated in Parkinson and W. & B. Cowan, Ltd.), Bell Barn Rd., Birm. Mid. 2245. "Gaemetere," Birmingham.

GAS IRONS.

W. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. B. 64.

George Salter & Co., Ltd., West Bromwich. Telephone No. 216.

GAS METER MANUFACTURERS.

A. G. Sutherland, Ltd., Warwick Road Greet, Birmingham. Vic. 368, 369

GAUGE GLASS MANUFACTURERS.

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 957.

GEAR CUTTERS.

The Moss Gear Co., Ltd., Thomas Street, Aston, Birm. East 306 & 307.

Alfred Wiseman, Ltd., 80-89 Glover Street, Birmingham. Vic. 560 & 561.

GEAR WHEELS.

John Tickle & Co. Ltd., Providence Works, West Bromwich. Tel. 535.

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A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410. Gas and Electric Light Globes.

Chance Bros. & Co., Ltd., Glass Works, Smethwick, Birm. Oldbury 106. Manufacturers of Glass for all kinds of Glazing; also Heat-resisting Glass Globes.

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Martin Dunn, High Street, West Bromwich. West Bromwich 451/2.

O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birm. Mid. 2300.

Samuel Krinks & Sons, Soho Pool, Hockley, Birmingham. Cen. 2857.

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Thos. Upton & Sons, 309 Broad Street, Birmingham. Mid. 1364.

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Frank B. Hall, 140 Sherbourne Road. Balsall Heath, Birmingham.

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GOLD & SILVER REFINERS.

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Charles Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.

Lees & Sanders, Warstone Smelting Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Worke, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

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Joseph Batson & Co., Ltd., Tipton, Staffs. Oil and Grease.

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F. & C. Reaney & Co., 62-64 Gooch Street, Birmingham.

GRINDING MACHINES.

R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-4.
John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

Buck & Hickman, Ltd., 23 Newton Street, Birm. Cen. 2009.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

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William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
G. E. Lewis & Sons, 32 and 33 Lower Loveday Street, Birmingham.

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Midland Gun Co.,
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'Phone Cen. 1254.



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Skimin & Wood, 52, Cleveland Street, Birmingham. Telegrams: "Nimiks."
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Webley & Scott, Ltd., 86 Weaman Street, Birmingham. Cen. 479.
Fredk. Williams, 32 and 33 Weaman Street, Birmingham. Cen. 1572.

HACK SAW FRAMES.

Stonehouse Works Co., Spon Lane Mills, West Bromwich.

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Kirby, Beard & Co., Ltd.,



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Hairpins,
Safety Pins,
Needle Cases
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Hat Pins,
Glass Headed Pins.

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T. E. Linnett Startin, Lombard Works, 106-14 Emily Street, Birm. Mid. 1881. Also pins.

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T. E. Linnett Startin, Lombard Works, 106-14 Emily St., Birm. Mid. 1881

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Marsh & Baxter, Ltd., Brierley Hill, Staffs. Brierley Hill 121.
W. H. Smart & Co., Ltd., 5, 6 and 7 Wrentham Street, Birm. "Storage," Birm. Mid. 2820-2821.

HANDCUFFS.

Hiatt & Co., Ltd., Masshouse Lane, Birmingham. Cen. 3365. Also Police Accoutrements in general.

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Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.

HEATING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, "Fahrenheit," Birmingham. Vic. 463.

HEATING AND VENTILATING ENGINEERS.

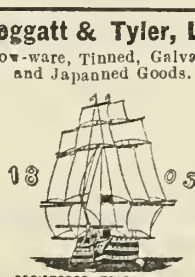
Froggatt & Prior, 232 Broad Street. Birmingham. Mid. 15.
Taylor & Peck, 72, Cambridge Street, Birmingham. Cen. 6066.

HINGE MANUFACTURERS.

Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Hinges in Iron, Steel & Machine made, Brass.
Rowland Hudges, Ltd., Brearley St., Birmingham. Cen. 2341. Brass.
Harrison & Co., Bradford Street, Birmingham. Mid. 675.

HOLLOW-WARE.

Froggatt & Tyler, Ltd.,
Hollow-ware, Tinned, Galvanized, and Japanned Goods.



REGISTERED TRADE MARK

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Bilston 47.

Darlaston Galvanized Hollow-ware Co., Ltd., Booth St., Darlaston. 'Phone 10.

HOLLOW-WARE—*continued.*

Edward Hill (Successors to Hill Bros & Sutton) Regina Works, Lye, Stourbridge. Lye 1.

Francis Hill, Belmont Works, Birm. Cen. 1037. Wrought-iron hollow-ware.

N. C. Joseph, St. Eloi Works, Stratford-on-Avon. Manufacturers (in Aluminium only) of Stewpans, Saucepans Frypans, and Porringers, also Seamless Kettles, Teapots, etc.

Ludlow Bros. (1913), Ltd., Palmer Street, Birmingham. Vic. 303

Rhodes & Cartwright, Cradley Heath. Buckets, Baths, etc.

Joseph Sankey & Sons, Ltd.,
Bilston, Staffordshire.
Bilston 115.
Tinned and Enamelled Saucepans, Stewpans, Kettles, Frying Pans.

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Sargeant Turner & Sons. Ltd., Imperial Works, Lye, Stourbridge.

The Sheet Ironworkers, Ltd., Phœnix Works, Cradley, Staffs.

HOLLOWWARE (CAST).

Joseph & Jesse Siddons, Ltd., Hill Top, West Bromwich.

HOLLOWWARE (ENAMELLED, ETC.)

John Stevens, Ltd., Brierley Hill, Staffordshire. Lye 26.

HORSE CLIPPING MACHINES.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks, Alma St., Birm.

HYDRAULIC ENGINEERS.

Hollings & Guest, Ltd., Thimble Mill Lane, Birmingham. East 490.

HYDRAULIC LEATHER MANUFRS.

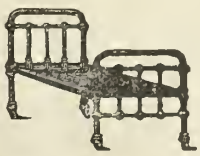
A. Collins, Rea Street South, Birmingham. Mid. 2387.

Edward Weaver, 221 Broad Street, Birmingham. Mid. 936.

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Exceptionally low Premiums for INCLUSIVE HOUSEHOLD, MOTOR, WORKMEN'S COMPENSATION, Etc.

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F. H. Warden, Ltd., Lionel Street, Birmingham. Cen. 692.

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British Mills Foundry, Cornwall Road, Smethwick, Birmingham.

Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.

John Cartwright & Sons, New Bond Street, Birmingham. Vic. 29.

Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm

Wm. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. Brom 64.

J. C. Dalman & Sons, River Street, Birmingham. Cen. 4006.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

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Hassall & Singleton, Ltd., Freeman Street, Birmingham. Cen. 3214.

R. J. Hunt & Son, Berkley Street, Birmingham. Mid. 720.

Newby & Son, Phœnix Foundry, West Bromwich. Small Soft Grey Iron Castings.

Preston & Bishop, Ltd., Clement Street Parade, Birm. Cen. 1218.

George Salter & Co., Ltd., West Bromwich. Telephone No. 216.

Smith, Bingley & Evans, Ltd., Aston Road North, Birmingham. East 222, "Trio," Birmingham.

Vowles, Bros., Ltd., Hall End Foundry, West Bromwich. Tel. No. 302.

T. J. Walford, Charles Henry Street, Birmingham. Mid. 722.

Alfred Wiseman, Ltd., 80-9 Glover Street, Birmingham. Vic. 560 & 561

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The Granville Tin Plate Co., Sheepcote Street, Birmingham. Mid. 1681.

JACKS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Wks., Alma St., Birm.

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Cox & Co., 92 Cox Street West, Balsall Heath, Birmingham. Mid. 17.

Devonia Colouring Co., 131-133 Angelina Street, Birm. Mid. 1819.

E. H. Prince, 216 Moseley Street, Birmingham. Tel. Mid. 1363.

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Pickering & Mayell, Ltd., 42 Caroline Street, Birmingham. Cen. 2684.

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W. H. Collins & Co., Excelda Works, Rookery Road, Handsworth, Birmingham. North 723. Makers of 9ct. Gold Brooches, Earrings, Pendants, Lockets, etc.

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Hemming & Hazlewood, 60 Spencer Street, Birmingham. Cen. 2981.

Hollis & Newman, 62 Tenby Street, Birmingham. Cen. 2930.

Wm. Osborn, Ltd., 51-2 Northampton Street, Birm. Cen. 2917. Telegrams: "Platinum," Birmingham. Gem Set Jewellery in 15ct. and 18ct. Gold and Platinum.

S. Parkes & Son, 7 Bath Street, Birm. Cen. 6258. Rolled gold.

N. C. Reading & Co., 33-5 Hall Street, Birmingham. Cen. 2116. Rolled Gold and Silver Chains.

Adolph Scott, Ltd., 24-26 Gt. Hampton Street, Birmingham. Cen. 702.

W. H. Small & Sons, 17, Pitsford Street, Birmingham. Cen. 2906.

W. G. Sothers, Ltd., 111-113 Spencer Street, Birm. Cen. 6245.

Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.

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J. H. Wynn, 42-6 Hylton Street, Birm. Cen. 1024

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JEWELLERS (GILT).

F. Boneham & Co., 45, Harford Street, Birmingham. Cen. 6367.

G. Edmonds, Ltd., Soho Hill. Birm. Northern 129.

George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.

C. Jennens & Co., 19, Northwood St, Birmingham. Cen. 6693.

William Mackenzie, 237-8, Icknield Street, Birmingham.

Stratton & Co., Ltd., 58 Bromsgrove Street, Birmingham. Mid. 1115. "Stratnoid." Productions.

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J. Pitt & Son, Wyon Works, Howard Street, Birmingham. Cen. 6286.
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Thomas Tuckley, Forward Works, Lane Head, nr. Wolverhampton. Export, Henry Campbell, 58, Basinghall Street. London, E.C.2.
Walsall Locks and Cart Gear, Ltd., Neale Street, Walsall. Walsall 66.

LOOKING GLASS MANUFACTURERS.

Martin Dunn, West Bromwich, Staffordshire. West Bromwich 451/2.
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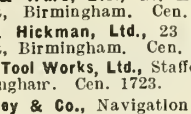
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H. B. Sale, Ltd., Summer Lane, Birmingham. Cen. 361.

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Altendorf & Wright, Vesey Street, Birmingham. Cen. 1076.
Ad. Arbenz, Ludgate Hill, Birm. Cen. 7164. Hardware and general.
C. B. Engels, 45 Irving Street, Birmingham. Mid. 1451. Address for Cables and Telegrams, "Achilles."
Goodwin & Co., 107-8 Lionel Street, Birmingham. Cen. 3983. British Dominions, Europe and Far East

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Harry Merry & Co., 10 St. Mary's Row, Birmingham.
Radmore & Co., 11 Broad Street, Birmingham. Cen. 7480 & 5964.
B. & S. H. Thompson, Ltd., 155 Great Charles Street, Birm. Cen. 1119.
J. Edwin Wall & Son, 29 Newhall Hill Birmingham. Cen. 6505.

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The Wilmot Manufacturing Co., Ltd., Eastern Works, Camden St., Birm. Tel. Add. "Jaypee," Birmingham.

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Barker & Allen, Ltd., Spring Hill, Birmingham. Cen. 2182-3-4. Rolled Nickel (German) Silver, Copper and Brass Sheet Metal and Wires.
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Elliotts Metal Co., Ltd., Selly Oak, Birm. Selly Oak 53.
Extruded Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 3206.
Hall Street Metal Rolling Co., Ltd., Western Road, Birm. Cen. 2222.
Geo. Johnson & Co. (Birm.), Ltd., Montgomery St., Birm. Vic. 42.
McKechnie Brothers, Ltd., Rotton Park Street Birm. "McKechnie" Birm. Edgbaston 381 (4 lines).
John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.
Mond Nickel Co., Ltd., Newtown Row, Birmingham. (Pure Nickel).
Non-Ferrous Casting Co., 56 Broad Street, Birmingham. Mid. 2716. Manufacturers of Gun Metal, Phosphor Bronze, Manganese Bronze, Castings and Ingots.
Robert Rigby, New John Street, Birmingham. Cen. 3287 and 3288.
E. J. Smith & Co., Tyseley Metal Works, Birm. Victoria, 584. Tel. "Tysefermo," Birm.
Williams Bros. & Piggott, Ltd., Herbert Road, Small Heath, Birm.
Williams (Metals), Ltd., Witton Road, Aston, Birmingham. East 316. "Wliaston, Birmingham."

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William Phillips, 56-60 Hockley St., Birmingham. Cen. 2016.
Suckling, Limited, Albion Street, Birmingham. Cen. 422.

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Extruded Metal Co. Ltd., Dartmouth Street, Birm. Cen. 3206.

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H. H. & F. W. Parsons, 93-115 Charles Henry St., Birm. Mid. 403.

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Tiptalt, Ltd., Holyhead Road, Birmingham. Northern 467.
Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17.

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R. H. Burman, Windmill Street, Horse Fair, Birmingham. Mid. 1655.
Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.
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Rowland Hodges, Ltd., Brearley Street, Birm. Cen. 2341.
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Edward G. Brown, M.I.Mech.E., Gt. Hampton St., Birm. Cen. 434.

George Heath (1920), Ltd., John Bright Street, Lower Temple Street, Birmingham. "Autocar," Birmingham. Mid. 2500.

MOTOR ENGINEERS AND MANUFACTURERS.

The Lanchester Motor Co., Ltd., Montgomery Street, Sparkbrook, Birmingham. Vic. 526.

Wolseley Motors, Ltd. (Proprietors: Vickers, Ltd.), Adderley Park Works, Birmingham. Tel. Add.: "Exactitude," Birmingham. Cen. 4361.

MOTOR HAULAGE CONTRACTORS.

The Birmingham and Midland Counties Transport Co., Ltd., 314 Bradford Street, Birm. Mid. 1131.

The Midland "Red" Commercial Motor Services, Bearwood. Mid. 2577

MOTOR HORNS (ELECTRIC).

Clear Hooters Ltd., Hooterland, Highgate Square, Birmingham Midland 3117. Telegrams "Clear," Birm.

MOTOR LAMPS AND MOTOR ACCESSORIES.

Howes & Burley, Ltd., 101, Holloway Head, Birmingham. Mid. 2536.

S. A. Lamplugh, Ltd., Tyseley, Birmingham. Acocks Green 144.

H. Miller & Co., Ltd., Aston Brook Street, Birmingham. Cen. 6847.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams: "Dependence," Birm.

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Wyncott & Son, Ltd., Great Colmore Street, Birmingham. Mid. 910. Tel Add.: "Wyncott, B'ham."

MOTOR PUMPS AND ACCESSORIES.

Prima Co., Ltd., Commercial Street, Birmingham. Mid. 1347.

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Serck Radiators, Ltd., Warwick Road Greet, Birm. Vic. 532.

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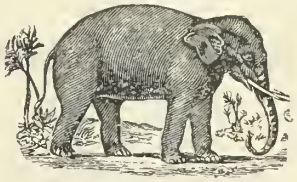
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Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.

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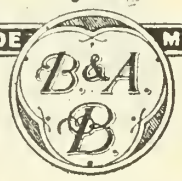
J. E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.

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Midland Woodworkers, Ltd., 163 Bristol Street, Birm. Mid. 1787.

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H. P. Pope, Ltd., 114 New Street, Birmingham. Mid. 1773 (3 lines).

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Serck Radiators, Ltd., Warwick Road, Greet, Birm. Vic. 531.

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Walker & Loach, Erskine Street, Birmingham. East 326.

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Forward Oil Co., Ltd., Ault Street Works, West Bromwich. Telegrams: "Essential," West Brom. Tel. 341.

W. H. Keys, Ltd., Hall End Works, West Bromwich. Tele. No. 206.

Thomas Merry & Co., Ltd., 75-6 Suffolk St., Birmingham. Mid. 503.

Nightingale & Co., Oban Oil Works, West Bromwich. Tel. 104.

The Russell Oil & Chemical Co., Ltd., Adams Street, Birm. Cen. 5481.

W. F. Smallman & Son, West Bromwich. West Bromwich 55.

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Charles C. Williams, Ltd., 281-283 Broad Street, Birm. Mid. 1874.

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Cutler's Gold Enamel Co., 25A Edward Road, Balsall Heath, Birmingham.

Arthur Holdan & Sons, Ltd., 218-9. Bradford Street, Birm. Mid. 2413.

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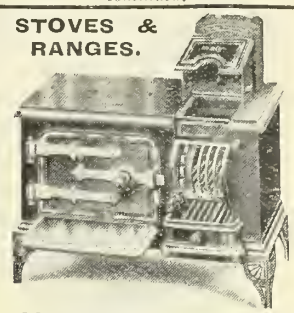
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W. H. Moore & Sons, Upper Trinity Street, Bordesley, Birm. Vic. 61.
William Morris & Son (Birmingham), Ltd., Freeth Street, Birm. Edg. 595.
Pitney Rolling Mills, Ltd., Pitney Street, Vauxhall, Birm. East 82.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett Street, Birm. Cen. 6485.
W. Hy. Sheldon, Augusta Street, Birmingham. Cen. 2436.
O. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen. 56 & 57.

ROLLS AND MILL AND FORGE CASTINGS.

Josiah Guest & Sons, Victoria and Albert Iron Foundries, West Bromwich. "Chilled," West Bromwich. West Bromwich 25.

ROPES AND TWINES.

G. E. Mewis, Midland Ropery, Birmingham. Cen. 714.

ROPES (HEMP AND WIRE)

John & Edwin Wright, Ltd., Universe Rope Works Birm. Cen. 6914.

RUBBER GOODS.

RUBBER GOODS
of every description.
Specialities in all kinds of **TYRES.**
REGISTERED MIRCO TRADE MARK
Midland Rubber Co., Ltd
Birmingham, Eng.
Midland 453 (4 lines).

Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Telegrams: "Renown," Birmingham

RUBBER NIPPLES, TEATS, BABIES' SOOTHERS.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

RUBBER STAMPS.

Aresco, Ltd., 320, Broad Street, Birm Mid. 530. Dating Stamps, Numbering Machines, Stencils, Inks, etc.

JOHN BERKLEY
NUMBERING MACHINES
COMPANY'S SEALS
STAPLE PRESSES
BRASS PLATES
STEEL PUNCHES
SPECIAL DATING STAMPS
RUBBER STAMPS
8 LIVERY ST., B'HAM.
Tel.: Central 6324.

J. Jackson & Co., 7 Suffolk Street, Birmingham. Mid. 1772.

RULES (Boxwood, Ivory, Steel, Metal).

J. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add.: "Rules."

SAD IRONS.

George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

SAFETY PINS.

George Goodman, Ltd., 80-85 Caroline Street, Birmingham. Cen. 3283.

Charles Rowley & Co., 146-148 Bordesley, Birmingham. Cen 3162.

SAFES AND STRONG ROOM DOORS

W. E. Brain & Co.,
Manufacturers of Safes, Locks, Bolts, Bars, and Bankers' Fittings.

Export Works, Gt. Tindal Street, Birmingham.
"Brainsafes," B'ham. Tel.: Mid. 2215.

The Brick Safe Co., Sherborne Street, Ladywood, Birmingham.

Edwin Cotterill & Co., Ltd., Climax Works, Lower Tower Street, Birmingham. Central 1162.

SAFES AND STRONG ROOM DOORS *continued.*

Dart Spring & Safe Co., Overend Street West Bromwich. "Dart," West Bromwich. Tel. 322.

Phillips & Son, Sherborne Street, Ladywood, Birm. Mid. 481.

Whitfield's Safe & Door Co., Oxford Street, Birm. Cen. 641.

Samuel Withers & Co., Ltd.,
Safes, Fire and Burglar Resisting.
Trade  Mark.
Strong Rooms Strong Room Doors
Park Works,
WEST BROMWICH.
West Bromwich 122.

SAFETY PINS (ROLLED GOLD AND GILT).

The Heath Spring & Notion Co., Ltd., Headless Cross, Redditch.

SAFETY RAZORS.

Bent & Parker, Ltd., Pemberton Street Works, Birm. Cen. 66.

Thomas Hill, Hampton Street, Birmingham. Cen. 3053.

Rowland Hodges, Ltd., Brearley St., Birmingham. Cen. 2341.

W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

SALT.

The Salt Union, Ltd., Stoke Prior Salt Works, near Bromsgrove, Worcestershire. "Saltcellar," Droitwich.

SAND BLAST MACHINERY.

R. J. Richardson & Sons, LTD.
Sand Blast Machinery for Cleaning all kinds of Castings, Decorating and Obscuring Glass, Jewellers' Work, etc. All kinds of Sand Blasting done for the Trade. Samples free.
Commercial Street, Birmingham
Mid. 975.
Tel. Add.: "Sandblast," Birm.

SANITARY SEAT MANUFACTURERS.

Scotswood Ltd., Lime Grove, Moseley Road, Birmingham. South 610.

SAUSAGE AND PIE MANUFACTURERS.

Palethorpes, Ltd., Dudley Port, Staffs. Tipton 101.

SAUSAGE MACHINE MAKERS.

John Gardner & Son, Smithfield Works, Bradford St., Birmingham. Mid. 577

SAW MANUFACTURERS AND SAW MILL ENGINEERS.

Midland Saw & Tool Co., Ltd., 109 Summer Lane, Birm. Cen. 4014.

Atkin & Sons, Ltd., Rea Street South, Birmingham. Mid. 480.

SEA SIDE BUCKETS.

SEA SIDE BUCKETS.
JAPANNED AND GALVANISED CHEAP COAL HODS, ASHPANS, Etc.
PICKBURN & CO.,
A.B.C. Works, Northumberland St., Vauxhall, Birmingham.
Telephone: Central 2665. Telegrams: "Piokneila," B'ham.
ESTABLISHED 1878.

SCALES AND WEIGHING MACHINES.

W. & T. Avery Ltd., Soho Foundry, Birmingham. Smethwick 300.

C. W. Brockhell, 82 Jamaica Row, Birmingham.

Day & Millward, Ltd., Suffolk Street, and Ellis Street, Birm. Mid. 587.

G. & B. MORVAN, LTD
MANUFACTURERS OF
Counter Scales, Platform Weighing Machines, Beam Scales etc.

Cardigan Street, BIRMINGHAM, Eng.
Central 3596. GRAVITY, B'HAM.

P. Rogers & Loach, Ltd., 48, Green Street, Deritend, Birmingham.

George Salter & Co., West Bromwich. Telephone West Bromwich 216.

SCHOOL FURNITURE MANUFACTURERS.

Kingfisher, Ltd., Charles Street, West Bromwich. Telephone 287

SCRAP FROM NON-FERREOUS METALS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SCREW MANUFACTURERS.

Abis & Co., Aston Road, Birmingham. Telephone: Cen 286.

Birmingham Products Co., Ltd., 36, Ludgate Hill, Birm. Cen. 3334-5-6

Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5699.

Burton, Dellingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.

Butler & Spragg, Ltd., Cambridge Street, Birmingham. Cen. 1927.

Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.

Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.

Thomas Eaves, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.

Guest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham.

Hawkins & Co., Ltd., 329 Cheapside, Birmingham. Mid. 824.

Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.

Ilston & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.

London Screw Co., Unicorn Works, Smethwick. Smethwick 47.

H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.

Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2966-7.

Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.

A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.

Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

SCREW CAPS IN TIN AND ALUMINIUM.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

SCREWED STOPPERS.

Dudley & Lowe, 46-48 Homer Street, Balsall Heath, Birmingham.

Fawcett & Fitzgerald, Steward Street, Spring Hill, Birmingham.

SCREWING MACHINES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

Charles Winn & Co., Ltd., Granville Street, Birm. Mid. 366 and 1209.

SEALING WAX MANUFACTURERS.

J. F. Craddock & Co., Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

SHAPING MACHINES.

Brown & Ward, Ltd., 27, Gt. Hampton Street, Birmingham. Cen 3831.

SHAVING SETS AND MIRRORS (NICKEL PLATED).

O. C. Hawkes, Ltd., Bromsgrove Street, Birmingham. Mid. 2300.

SHEEP SHEARING MACHINES.

The Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma Street, Birmingham.

SHEET METAL PRESSINGS.

Knapp & Thornton, Ltd., 194-195 Aston Road, Birmingham. Cen. 5662

SHEET METAL WORKING MACHINERY.

E. W. Bliss Co., Ocean House Navigation Street, Birmingham. Mid. 2120.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

SHEET METAL WORKERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.

W. T. French & Son, Ladywood, Birmingham. Edg. 364.

Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681

Midland Tank & Iron Plate Co., 243, Heneage Street, Birm. Cen. 298.

Radmill Lamps Ltd., 29-33, Morville St., Birmingham, Mid. 1732. Telegraphic Address, "Autolight," Birmingham.

G. H. Walker & Co., 87 Cheapside, Birmingham.

SHIP LAMP MANUFACTURERS.

Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

SHIP LOGS.

T. Walker & Son, Ltd., 58 Oxford St., Birm. "Shiplog," Birm. Cen. 75.

SHIPPING AGENTS.

Davies, Turner & Co., Ltd., 12 Cherry Street, Birmingham. Cen. 4125.

W. H. Hayward & Son, 36 Union Passage, Birmingham. The oldest Shipping House. Estab. 55 years. Freight, Insurance, and Passage Brokers. L. & N.W.R. Ticket Agents. Cheapest freights by all lines and services. Lowest Marine and General Insurances. Official Passenger Agents, of all Steamship etc., Companies, to all parts of the world. "Hayward," Birmingham. Tel.: Cen. 642.

J. Johnson & Co., Ltd., 32, Paradise Street, Birm. Mid. 2956. Through rates quoted to all parts. Passengers booked.

Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028.

Charles Sharrock & Co., 95-98 Exchange Buildings, Birm. Mid. 1202.

C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.

Stockwell & Co., Ltd., 272 Corporation Street, Birm. Cen. 6128.

John Sutcliffe & Son,
CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1802. Freights, Chartering, Coal Insurance, Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
"Clifson, Birmingham." Tel. Central 7507-7508.
Also at Grimsby, London, Liverpool, Bradford, Manchester, Sheffield, and Glasgow. Direct Agencies in France, Holland, U.S.A., Canada, etc.
Mr. M. G. COOKE, Birmingham, District Manager.

H. Spencer Yates, 46 Guildhall Bldgs., Birmingham. Mid. 1969.

SHIPPING (Insurance).

National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.

Morison, Poliexfen & Blair, Ltd., 6 Victoria Sq., Birm. Cen. 1028.

SHIPPING TACKLE MANUFACTRS.

Bembridge & Jenkins, Ltd., Moland Street, Birm. Cen. 3715.

SHIPS' BERTH MANUFACTURERS.

Whitfields Bedsteads, Ltd., 109-125 Watery Lane, Bordesley, Birm.

SHIPS BLOCKS & FITTINGS.

Ansell, Jones & Co., Ltd., Kensington Street, Birmingham. North 77.

SHOP FITTERS AND SHOP FRONT BUILDERS.

A. Edmonds & Co., Ltd., Constitution Hill, Birmingham, and London. Specialities: Wood and Metal Shop Fronts, Showcases, Quik-Fittings, Quik-fold Desks, Signs and Sundries. 'Phone, Cen. 1700/1701. Wire, "Quikserve," Birmingham.

A. J. Gupwell, Ltd., Clyde Works, Park Street, Birmingham. Cen. 1917. Wire: "Gupwell," Birmingham.

Harris & Sheldon, Ltd., Stafford Street Birmingham. Cen. 6547.

SHOP FITTINGS MANUFACTURERS.

A. B. & G. G. Houghton, 42-3 Main St., Sparkbrook, Birm. Vic. 480.

SHOP FITTINGS (METAL).

T. Griffiths & Co. (Birmingham) Ltd., Grafton Road Works, Sparkbrook, Birmingham. Vic. 79.

SHOP FRONTS (Metal).

J. R. Pearson, 35-39 Cowper Street, Birmingham.

SHOWER ROSES.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.

Pearsall Bros., Finch & Co., Clement St., Birmingham. Cen. 1252. Telegrams, "Pearfinco, Birmingham."

SHROUD MANUFACTURERS.

Fox & Charles, 31-3 Bristol Street, Birmingham. Mid. 2068. Telegrams "Foxcharco," Birmingham.

Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

SIDE CAR CHASSIS MANUFRS.

A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.

SIDE CAR MANUFACTURERS.

A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.

Mead & Deakin, Rushey Lane, Tyseley, Birm. Acock's Green 92.

SILVERSMITHS.

William Adams, Ltd., 207-11 Barr St., Hockley. Birm. Cen. 7516.

S. Blanckensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.

R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine," Birm. Cen. 7189

H. Gilford Davis, Harford Street, Birm. Cen. 5293. Speciality:—High Class Silver Enamelware.

W. Devenport, Northwood Street, Birmingham. Cen. 5489.

Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.

Harrison & Hipwood, 6 Warstone Parade East, Birm. Cen. 6796.

J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity,"Birm. Northern 496.

Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.

W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.

W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.

Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.

Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.

William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.

SLATE (ENAMELLED AND PLAIN).

S. E Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.

Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.

SLATE MERCHANTS AND CONTRACTORS.

Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 807, 4333

SMALL TOOLS.

Brooke Tool Mfg. Co,. Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).

Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.

J. Nicklin & Co., Ltd.

Safety Pins, Curtain Hooks.

REGISTERED SAJONIC TRADE MARK

Eyelets, Buttons, etc.

Metal Smallwares from Sheet Rod or Wire.

166 GREAT CHARLES STREET, BIRMINGHAM, ENG.

Cen. 1880.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

Tiptalt, Ltd., Holyhead Road, Birm. Northern 467.

SOAP MANUFACTURERS.

Toro Tablet Co., Ltd.,

Manufacturers of

Household and Toilet SOAPS.

OUR SPECIALITY "TORO" WASHING TABLETS.

Toro Works, Watery Lane BIRMINGHAM.

"Toro" B ham. Tel. No. Vic. 289.

SOAPS, SOAP POWDERS, ETC.

Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.

SOLDER MANUFACTURERS.

Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.

A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.

Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.

SPARKING PLUGS.

Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.

The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.

SPECIAL MACHINED PARTS.

Ilston & Robson, Herbert Road, Birmingham. Vic. 180.

SPECIFICATION NON-FERROUS ALLOYS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. P.B.Ex. Mid. 281. Tel. Add. "Specific."

SPELTER, ZINC AND LEAD REFINERS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SPIRIT LEVELS (All Kinds).

J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."

SPOONS AND FORKS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.

William Page & Co., Ltd., Cranemore Street, Catteli's Grove, Nechells, Birm. Cables: "Bolivian," Code, A.B.C. & Bentleys. Tel.: East 319.

Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.

Purcell Bros., 99/105 Hockley Street, Birmingham. Cen. 1382.

William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.

F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

SPRAYERS AND SPRAYING APPARATUS.

Midland Fan Co., Ltd., 212 Aston Road, Birm. Cen. 5463. For Paints, Enamels, Lacquere, etc.

Benton & Stone, Ltd.

Sprayers, Syringes, and Horticultural Brassfoundry

TRADE "ENOTS" MARK

Registered.

Enots Works, Bracebridge St., Birmingham.

Cen. 7442.

The Four Oaks Spraying Machine Co.

Spraying, Limewashing & Disinfecting Machines of every description.

REGISTERED TRADE MARK THE FOUR OAKS

Spraying Syringes, Spraying Pumps, Engines and Horticultural Brassfoundry.

FOUR OAKS WORKS, SUTTON COLDFIELD, B'HAM.

Four Oaks 5.

Stonehouse Works Co., Spon Lane, Mills, West Bromwich.

Testar & Swain, Florence Works, Pritchett Street, Birmingham.

SPRINGS.

The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.

Dart Spring & Safe Co., Overend St., West Bromwich. "Dart," West Bromwich 822

The Heath Spring and Notion Co., Ltd.,

HEADLESS CROSS, REDDITCH.

TRADE MARK. SEAL OF EXCELLENCE

Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.

Midland Spring Co., Ltd., 290-2 Summer Lane, Birm. Cen. 6628. Upholstery and General.



Herbert Terry & Sons,

Ltd.

MANUFACTURERS of Springs, Presswork, Wirework, Cycle and Motor Cycle, and Motor Goods, and Popular Novelties List free.

Novelty Works, Redditch, Eng.

Telphone: 61 Redditch. Est. 1855.

SPRINGS—*continued.*

George Salter & Co., Ltd., West Bromwich. West Bromwich 216.

Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125. Tel. "Springs."

Ward, Skelding & Co., Oldbury Road Smethwick Birmingham.

West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.

J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.

SPRING BALANCES.

George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

SPRING MATTRESSES.

Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.

SQUARES, GAUGES, STRAIGHT EDGES.

I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."

STAIR ROD MANUFACTURERS.

J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.

SPRINKLER TOPS.

The Brass Flask and Capsule Co., Ltd.

METAL CONTAINERS

of High Grade Workmanship and Finish.

Manufacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.

33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.

Tel. Add.: "Micrometer," Birm. Cen. 2.

STAMPERS AND PIERCERS.

Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen 7442.

J. W. Evans & Sons, Ltd.,

Diesinkers and Toolmakers, Stampers and Piercers for Jewellers and Silversmiths, Electro-plate and Art Metal Trades.

Regd. Trade Mark.

"STAMPURS" METAL



For Forces for Stamping Hollow-ware. (No Dross or Loss in Melting.)

Reliance Works, Albion Street, Birmingham.

W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.

George Brown & Co., 6 Berkley Street, Birmingham.

Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.

Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.,

Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.

Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen.1046.

A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.

Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.

Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.

W. H. Wathen & Co., Bishop Street, Birmingham. Mid. 566.

STAMPERS (Iron & Steel).

A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.

STAMPERS (Sheet Metal).

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



TRADE MARK.

All kinds of Electric Netting & Fencing Staples, Cut Tacks, Cut & Wire Gimp Pins. Electro Brassed & Copperod Escutcheon, Panel Pins, Coopers & Tenter Hooks, Wire Nails, Rings. Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.** 'Phone: London Wall 960.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1773 (8 lines).

STATIONERS' SUNDRIES.

M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Setten & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Same Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Staniforth Street, Birmingham. Cen. 6137. Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., James Bridge Works, Darlaston. Darlaston 11. Prince's Chambers, Corporation St., Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Prese Tool Steel, Stamping Blocke, Engineers' Tool Steel, Hardening Steels for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham. Pruning Shears, Corkscrews, Champagne Nippers. Cen. 5766.
S. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings. Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respirators, Ear Channels, Tubing Clips, etc.

SURGICAL APPLIANCES.

Guxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Works, Redditch. Established 1805.
Emanuel Shrimptoo & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Charford Mills, Birmingham.

TACKS (STEEL.)

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of

DIAMOND
Trade Mark

Cut Tacks (fine and improved) Cut Gimp Pins Also Wire Nails, Clout Nails, Escutcheon & Panel Pins.
All kinds of Staples, &c.
Export: **HENRY CAMPBELL, 58, Basinghall Street, E.C.2.** Phone: London Wall 960.

Frank Shaw & Co.,
LIMITED,



84, Newhall St., Birmingham.
"Buyer," B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Veucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.

TAPER PINS.

Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

"FREMO" TAPER PINS, COTTERS, ETC., ARE RELIABLE.

FREDK. MOUNTFORD
(BIRMINGHAM) LTD.
Fremo Works, Moseley St., BIRMINGHAM.
Telegrams: "Fremo," Birmingham. Phone: Mid. 3233.

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Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

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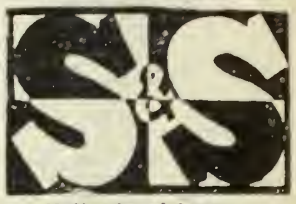
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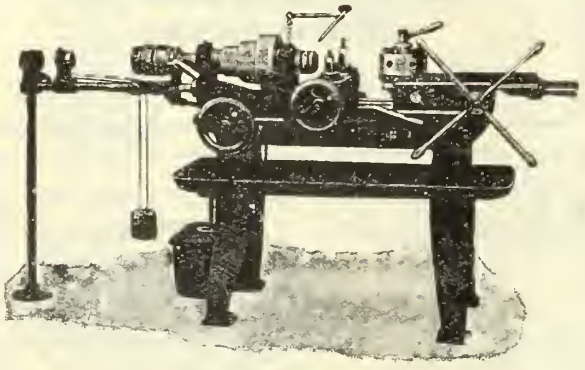
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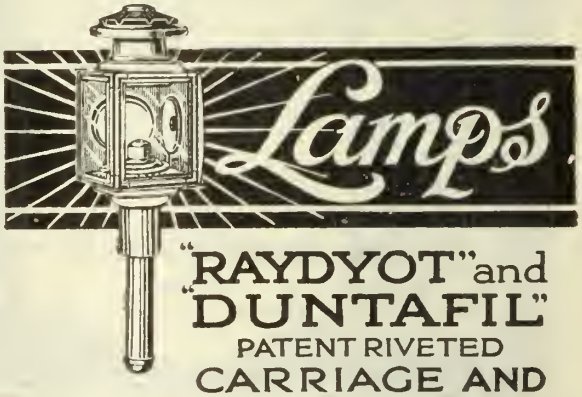
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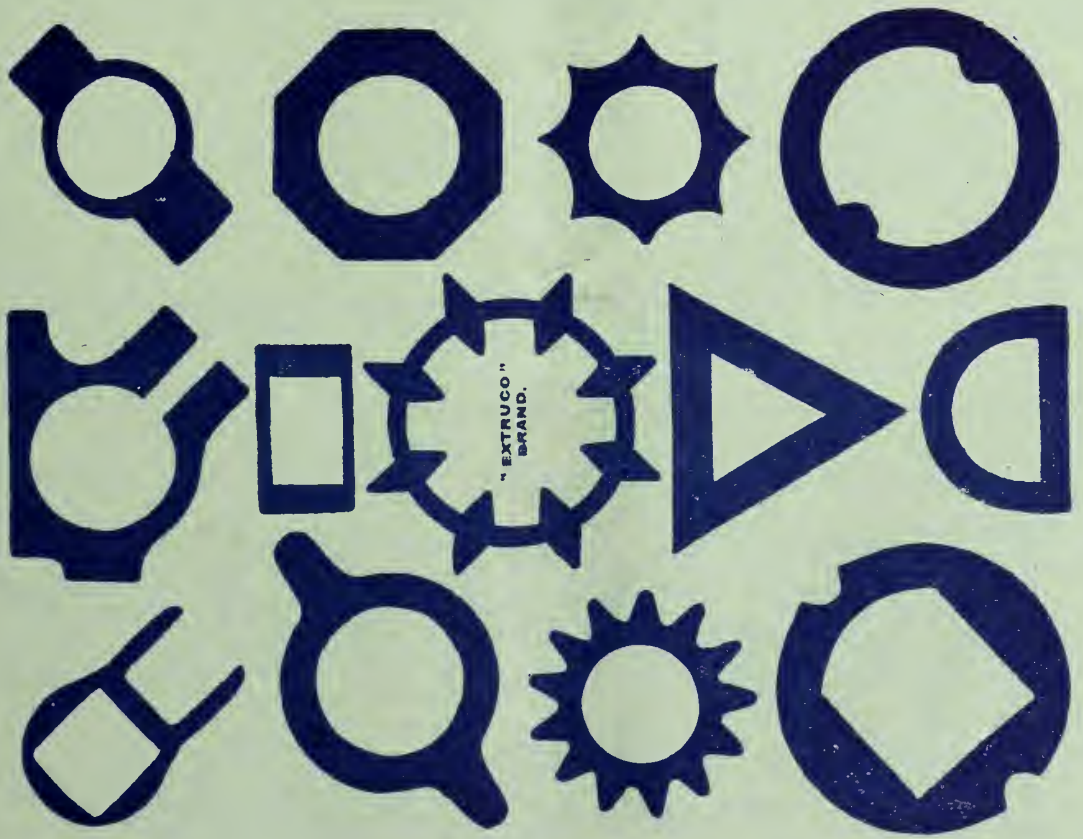
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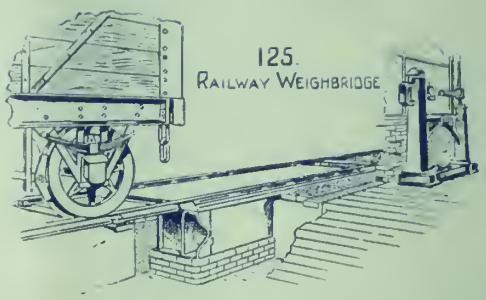
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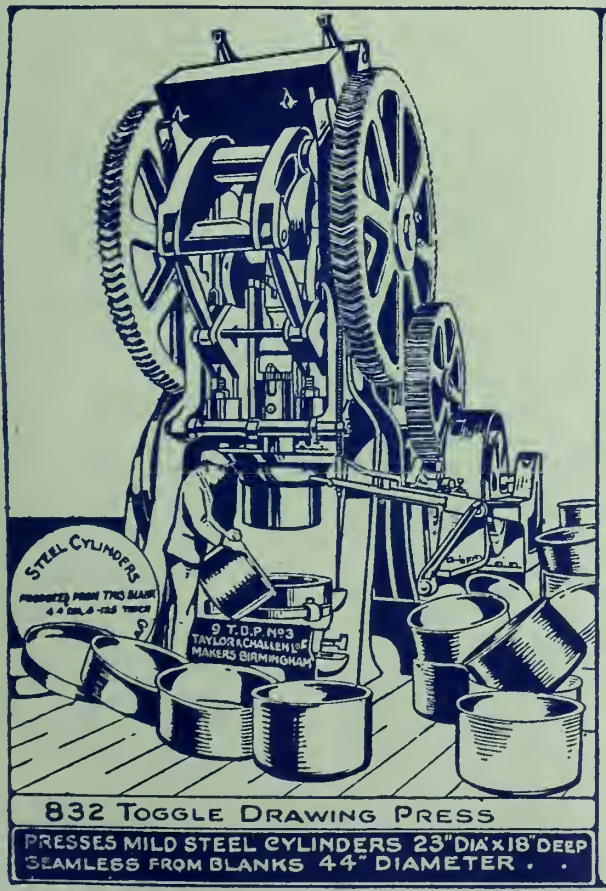
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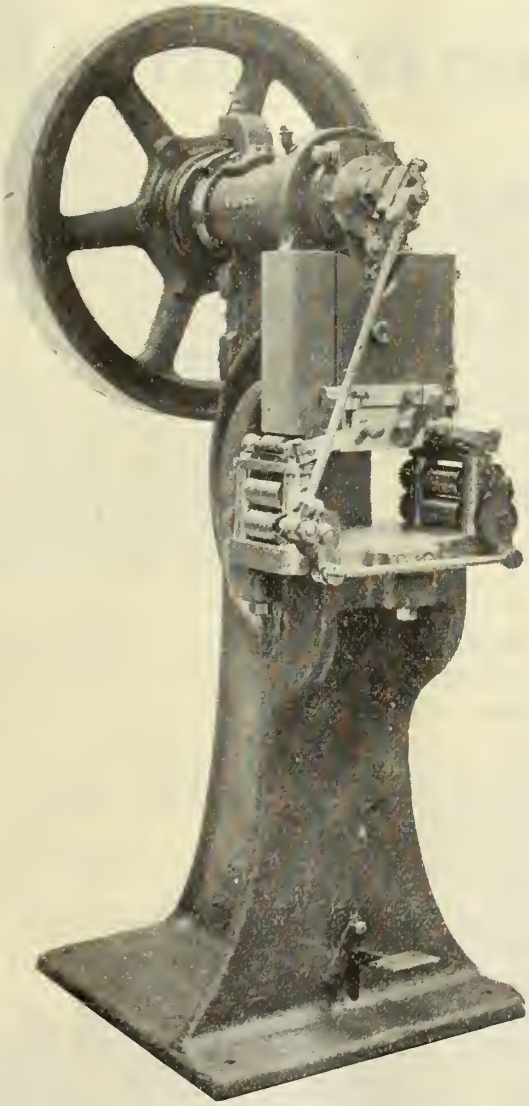
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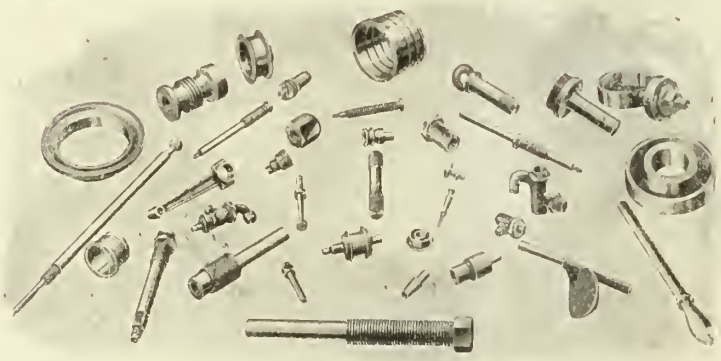
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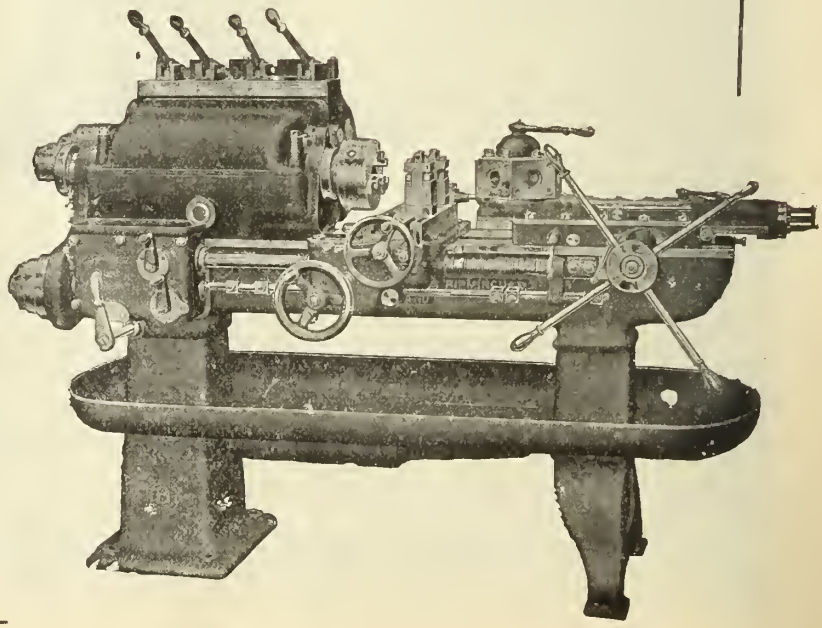
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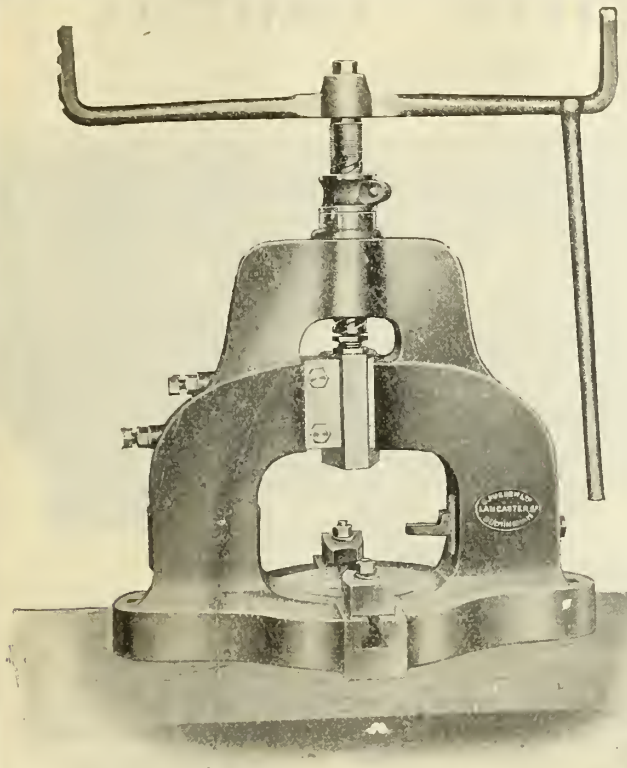
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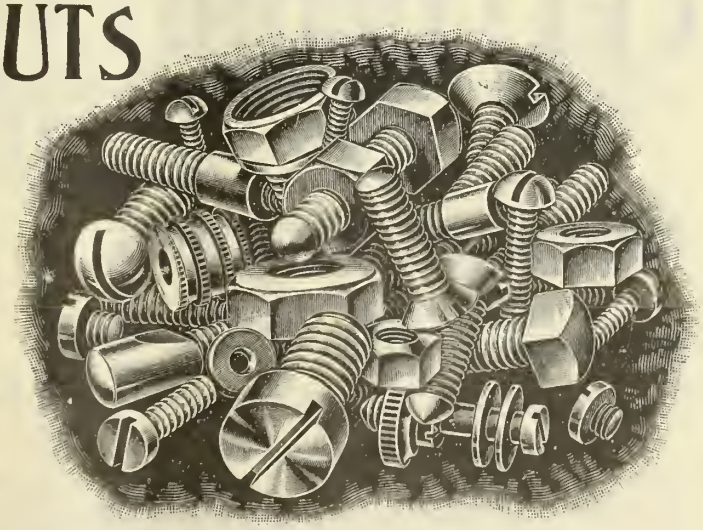
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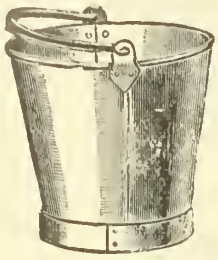
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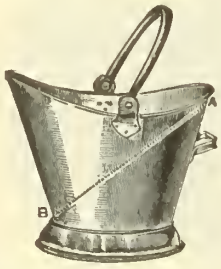


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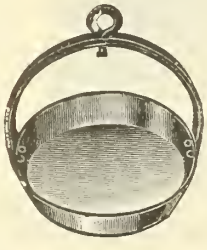
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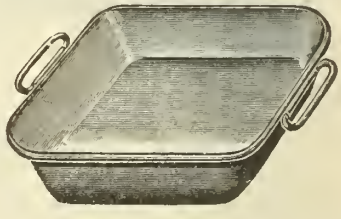
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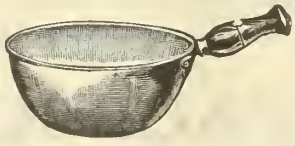




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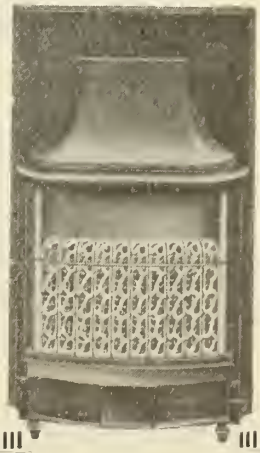
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THE

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Unemployment and Insurance.

As a result of the great European War, Belgium and France suffered the devastation of considerable portions of their country, the terrible character of which can only be properly realised by those who have made pilgrimages to and over the destroyed areas which have been watered with the blood of the young men of the United Kingdom and her Allies, whose task it was to stem the tide of the German hordes. Meanwhile Great Britain had severely pinched herself by high taxation, but for twenty months after the Armistice she had the good, or, shall we say, doubtful, fortune to have an unprecedented boom in trade. Then employment began to dwindle, and whilst the workers of Belgium and France were busily employed the number of out-of-works grew in this country until at last two million were registered with the Employment Exchanges. Assuming that each of these was responsible for two others, there were thus six millions of people in need of relief in some form or other. The winter of 1921-22 passed without any silver lining appearing on the horizon. As the summer approached, the number of unemployed began to fall slowly, but at the beginning of the present winter there were nearly one and a-half million of workers unemployed. With somewhere about that number we face the Christmas of 1922, and he would be an optimist indeed who would venture to predict any radical improvement before the new year at any rate.

Such is the devastation which this country has had to endure as a result of the world war. Intense suffering has been caused—equal perhaps in many respects to that suffered by the people of our Allies whose homes were destroyed during the war—and among the sufferers have been, and are, tens of thousands of ex-service men, by whose instrumentality alone the enemy was defeated. To meet the rapidly growing need, emergency measures were adopted; unemployment insurance contributions and benefits were increased ; the unemployment reserve

fund was eaten up; the Government advanced money to the extent of some millions, to enable the revised benefits to be continued over longer periods; special relief scales were drawn up by Boards of Guardians throughout the country; charitable relief funds were created; and Local Authorities everywhere commenced works of public utility, such as road improvements, &c., in order to minimise the evils into which we had fallen. For the forthcoming winter bigger emergency measures have been undertaken, but with the best intentions in the world these cannot be expected to do more than touch the fringe—maybe a rather broad fringe—of the trouble. Meanwhile the heart is being knocked out of the best of our workers who yearn for employment, whilst a large minority of the most indifferent are sinking lower and lower and becoming the breeding ground for the Bolshevik and the Communist.

The problem is a grave one—but the remedy? Socialists with little knowledge and much enthusiasm—such as extremists have in abundance—proclaim their remedy—a capital levy of £3,000,000,000 and the nationalisation of the means of production and distribution. Work or full maintenance is another remedy of the quack type which they confidently propound. How futile! Work, when there is no work; full maintenance when the national purse is empty. It is like a dog trying to live on its own tail. The confiscation of capital would delay the restoration of trade indefinitely, and it is no good continuing production if there are no buyers for the commodities produced. When normal buying is resumed, production on a normal scale will recommence, and then, and then only, will men who are willing to work find normal employment at their own trade. In the meantime, emergency measures must alone be looked to to meet the pressing needs of the moment, and, inasmuch as the full maintenance advocated by the Socialist is not an economic, nor even a possible proposition in this or any other country, the private purse must be opened wider and wider to alleviate the worst cases of distress. As in past crises, we shall pull through all right, and by the exercise of care and wise statesmanship, the individual responsibility of every worker to himself, his family and the community in which he lives will, on the whole, be safely and soundly maintained, so that when the tide turns, the skill and the craftsmanship and the labour of the British worker will be available once again for the supply of the innumerable commodities which will be demanded by the markets of the world.

Just as the present crisis will pass away, so in the future crises will occur and recur, and the Government is therefore considering what improvement, if any, can be made in our existing National Insurance against unemployment. The Minister of Labour has addressed to the National Confederation of Employers' Organisations and the Trades Union Congress General Council a memorandum upon the question of insurance by industries, upon which he seeks their views. In this memorandum he outlines three methods. Under Method A each industry, or, presumably, any firm or group of firms in an industry, would provide for unemployment insurance entirely out of its own resources, without State assistance. Under Method B—bearing in mind the extent to which there is movement of labour—particularly unskilled labour—from one industry or establishment to another; the fact that in almost every trade there is a margin or fringe of labour exposed to more than the normal risk of unemployment; and the fact that there are very large numbers of small employers, whose circumstances are such that they could not readily set up a self-contained private scheme—it is proposed that the State scheme should be continued,

Birmingham Chamber of Commerce (Inc.)

The Council of the Chamber have made arrangements for a series of General Meetings of Members, to be held during the Autumn and Winter, viz., from October, 1922, to April, 1923.

The following meetings have been arranged :—

DATE. 1923.	SUBJECT.	SPEAKERS.
Thurs., Jan. 4.	**"Road Transport."**	**Mr. E. S. Shrapnell-Smith, C.B.E., M.Inst.T. (President of the Commercial Motor Users' Association).**

SYNOPSIS:—Rapid Growth Since 1896—Effects of the European War—Influence on Economic Life—Highway Requirements—Traffic Regulations—Relationships to Railway Transport, Independence and Mobility—Desirable Co-ordination—Clearing Houses—Terminal Delays—Weights and Speeds—Public Convenience and Service—National Importance—Supplies and Costs—Future Control and Development—Recent and Pending Legislation.

Thurs., Feb. 1. **"The Liabilities of Directors."**

Thurs., March 1. **"Costs and Costings." Mr. C. Herbert Smith, F.C.A.**

SYNOPSIS:—Value of Cost Systems, and Considerations in Methods of Installation—Estimated Costs and Actual Costs—Overhead Charges—Relationship of Cost Systems to Financial Records.

Thurs., April 5. **"Office Organisation and Appliances." Mr. W. Desborough (The Treasury, Whitehall, London).**

SYNOPSIS:—Modern Business Organisation Requires the Keeping of Effective Office Records. This has occasioned enormous increases in Office Costs—Investigation of Office Work—Records of Output of Work of Office Staff—The Use of Labour Saving Machinery—Classes of Work in which Modern Machinery can be Used—Centralisation of Machine Work.

The meetings will commence at 2 p.m.

and arrangements made whereby industries having private schemes should contribute to the State fund an appropriate part of the contribution in order to cover the cost of what might be termed a "basic rate" of benefit, the balance of the contribution being retained by the industry for the purpose of providing other benefits suited to its own conditions. By such an arrangement all insured workers, in whatever industry, and however they moved from one industry to another, would be secured at least the advantages of the State scheme. Under Method C—an adaptation of A and B—the suggestion appears to be that all self-insuring industries would contribute something to or receive some contribution from the central national insurance fund, according as their rates of unemployment were greater or less than the national average pervailing among all insured persons. Concluding his memorandum, the Minister says the administrative problem is to determine, in relation to each of these alternatives, the way in which private schemes may be encouraged, while at the same time securing :—(*a*) That there is a definite incentive to industries to devise means whereby the volume of unemployment is kept as low as possible; (*b*) that workers moving from one industry to another remain effectively covered by insurance; (*c*) that the cost of unemployment insurance to the Exchequer is not increased beyond that normally involved by the present Acts; and (*d*) that the arrangements are sufficiently simple not to lead to excessive expenditure upon administration, whether by the Government Departments concerned or those responsible for the private schemes.

There can, we think, be no doubt that the contributory unemployment scheme in existence in this country has proved to be a sound insurance during the present crisis. By its means many thousands of honest workmen have been saved the humility of appealing to the Poor Law, and have thus been able to hold up their heads and say: "We are receiving help from funds which we ourselves have helped to create." For ourselves we cannot at present see that any one of the new methods outlined by the Minister of Labour is an improvement on the existing National Scheme, contributed to in equal parts by the worker and the employer and, to a small extent, by the State. Still, we would not commit ourselves to a definite view until we have before us the observations and the comment of the two great parties concerned—the National Confederation of Employers' Organisations and the General Council of the Trades Union Congress.

Editorial Notes.

The Axe and Trade Development in India. The Geddes Axe fell very heavily on the British Trade Commissioner Service in India, which constitutes our biggest market. Formerly, we had three Commissioners, viz., at Calcutta, at Bombay, and at Singapore. Now we have only one, Mr. S. M. Ainscough, who was formerly styled the Senior Trade Commissioner. The United States have eighty-five Consular Officers in Asia alone, a great number of them in India, yet recently a special United States Trade Commissioner was appointed to India to examine that market and report with a view to the appointment of resident Trade Commissioners. Japan has recently made a new Consular appointment to Ceylon, and a Japanese Commercial Mission recently proceeded to India to promote commercial relations. Italy is displaying increased interest in the Indian market—a special Indian Section of the Legal Italiana having been suggested, together with the establishment of an Information Bureau, with representatives in India, while an Italian Commercial Attaché for India and Afghanistan has been appointed. France has sent a Trade Commissioner to Calcutta; Australia has appointed one to India; Canada has one in Calcutta, and another in Singapore. It seems a pity that in so huge a market where the conditions in Bombay, Madras, Ceylon, and Karachi differ so widely from those at Calcutta that the whole of the official work of watching British Trade interests should fall on one man—even one so able and so experienced as Mr. Ainscough.

Brazil's Import of Motor Cars. In 1913 Brazil imported over 3,000 motor cars. In 1915 the number was 214, and in 1917 it was 1,648. A big increase took place in 1920 when 9,914 cars were imported; but in 1921 the number fell to 977. Of the cars imported in 1920 the United States was responsible for 9,008, France 224 and England 107. Of the cars imported in 1921 there were 403 from the United States, 236 from Italy, 124 from Germany, 120 from France, and 41 from Great Britain.

Anglo-Spanish Commercial Treaty. H.M. Government are entitled to the congratulations of the commercial community on the recent conclusion of the Anglo-Spanish Commercial Treaty, and the thanks of the community are also due to the Association of British Chambers of Commerce and the Birmingham and other Chambers for the concessions which have been obtained in a large number of cases. In the supply of information to guide the Government negotiators, the Birmingham Chamber was well to the fore. It is especially gratifying to note that after 30 years, during which we have had no formal treaty with Spain, we now have a Treaty embodying the "Most-Favoured Nation" Clause in regard to all matters of commerce, industry, and navigation. Since 1894, we have in fact enjoyed most-favoured-nation treatment for our goods by means of an exchange of notes, subject to termination by either side at six months' notice. Now, however, we are to be on a firm basis for three

years, and, thereafter, until the expiration of six months from the date on which either party denounces the treaty.

Switzerland and the Capital Levy. The Swiss Referendum on the proposal introduced by the Socialist parties for a capital levy of from 8 to 60 per cent. on fortunes over 80,000 francs has resulted in its rejection by 730,727 votes to 108,960. There was a majority against in every canton—including those where the Labour interest predominates. The Swiss people are to be congratulated on thus escaping from a Communist effort to shatter the whole of their commercial and industrial structure. In the meantime, however, much serious injury has been done, but, like sensible people, the Swiss will no doubt quickly recover from the damaging effects of the proposal, and the uncertainty it created until the referendum.

France-Italy Commercial Arrangement. A commercial arrangement between France and Italy was signed at Rome on the 13th November, and became operative on the 28th of the same month. The arrangement continues in operation the Franco-Italian Commercial Agreement of 21st November, 1898, which had been denounced, but subsequently prolonged. The lapse of the Conventional duties prescribed by the Franco-Italian Agreement of 1898, and the fixing by the present arrangement of revised Conventional duties, are, of course, of direct interest to British trade, which under existing treaty arrangements is entitled to most-favoured-nation treatment as regards Italian Customs import duties.

New President Railway Rates Tribunal. The King has appointed, by Warrant, dated November 2nd, Mr. Walter Baker Clode, K.C., to be a permanent member and President of the Railway Rates Tribunal, in succession to the late Sir F. Gore-Browne, K.C. Mr. Clode, who is the youngest son of Mr. Charles Mathew Clode, late Legal Secretary to the War Department, was born in 1856. He was educated at Winchester College and at Oriel College, Oxford, and is an M.A. of that University. Called to the Bar at the Inner Temple in 1881, he joined the Northern Circuit, but subsequently devoted his attention more particularly to work at the Parliamentary Bar, where he has enjoyed a large practice for many years. He was leading counsel for the Railway Companies' Association at the Gattie inquiry in 1919. Mr. Clode has also had extensive experience in compensation and rating cases, and is the author of a treatise on "The Rating of Railways." He took silk in 1912, and was made a Bencher of his Inn in 1920. Mr. Clode's new appointment will be received with general satisfaction. His knowledge of railway matters is sound and comprehensive, and he possesses in perfection the courteous and judicial manner suitable to the President of such a tribunal.

Ex-Capt., age 36, desires appointment as accountant or book-keeper. Experience includes several years with firm of accountants and Corps of Military accountants.

Council Meeting.

The monthly meeting of the Council was held at the Registered Offices of the Chamber, on Monday, 27th November, 1922, at 2.30 p.m.

The President (Mr. F. Hickinbotham) presided, and there were also present:—Major T. C. Aveling, Messrs. John P. Acburch, P. G. Allday, Percy B. Adams, E. O. Boston, John Belliss, G. H. Dugard, H. C. Field, M.A., J.P., F. B. Goodman, Lewis W. Goold, C. Holland Harper, L. V. Kenward, H. Lakin-Smith, J. Percy Plant, S. Harrison Rowbotham, T. E. Upjohn, John Weatherhead, H. Kerry Wingrove, Major H. J. Walduck, Messrs. H. James Yates, G. Henry Wright (secretary), and H. Eyles (assistant secretary).

The notice convening the meeting was taken as read.

The minutes of the last meeting, having been circulated, were taken as read and signed as a correct record of the proceedings at such meeting.

Apologies were announced from Messrs. H. Atkinson, W. H. Bowater, A. E. Bond, D. E. Campbell, Edgar P. Chance, John W. Earle, W. Marshall Freeman, C. E. Greener, F. Hilary Jones, Henry T. Ledsam, Sir William Mills, Messrs. H. E. Parkes, J. S. Taylor, G. C. Vyle, Herbert O. Worrall.

REPORT OF THE GENERAL PURPOSES COMMITTEE.

Resolved—That the report of the General Purposes Committee now submitted, be approved, adopted, and entered on the minutes.

Report of the General Purposes Committee.

Anglo-Spanish Commercial Treaty.

Your Committee desire to draw attention to the completion of the negotiations of the Commercial Treaty with Spain, which was signed at Madrid, on the 31st October, and which came into operation on the 6th November, the reductions in the rates which have been secured as a result of the Treaty and became operative from that date will be welcomed by manufacturers and exporters.

The present Treaty is the result of protracted negotiations following on the revision of the pre-war Spanish Customs Tariff. The quinquennial revision of that tariff which should have been made in 1917, was postponed owing to the war, but in November, 1920, the duties on a large number of articles were increased by Royal Order. As a result of protests made by British traders against the new duties on certain articles, representations were made to the Spanish Government, and an official of the Board of Trade visited Madrid in April, 1921, in order to discuss with the Spanish Authorities the probable effect on the commercial relations of the two countries of the pending revision of the tariff. A draft of the latter was published by the Spanish Government in July, 1921, in order to afford interested parties an opportunity of expressing their views. The Board of Trade consulted the principal Chambers of Commerce and other trade bodies, and, on the basis of the information thus obtained, and of the objections received from traders to the Provisional Tariff, a com-

prehensive statement of the British view in regard to the Spanish proposals was prepared and submitted to the Spanish Government.

The new Treaty is for a period of three years, and, thereafter, until the expiration of six months from the date on which either party denounces it.

When it was finally issued in February the Tariff was found to be generally speaking, of a highly protectionist character, and, with a view to securing better terms for British trade, negotiations were entered into for the conclusion of a commercial treaty on the basis of reductions in the Spanish duties on articles of interest to British trade in return for a guarantee of the maintenance of the existing favourable treatment of the principal Spanish exports to the United Kingdom. In connection with these negotiations the Board of Trade invited the assistance of a small number of trade experts selected by the Association of British Chambers of Commerce and the Federation of British Industries to advise in regard to the Tariff concessions to be demanded.

The Birmingham Chamber of Commerce and the local Branch of the Federation of British Industries nominated the expert for the hardware trade.

As regards the treatment of United Kingdom goods in Spain the Treaty provides for reductions in the Second Column rates of duty on more than 120 articles enumerated in Schedule A, Part 1 : for most favoured nation treatment in respect of 1,258 out of 1,540 headings of the Tariff, and for the "Second Column" rates for the remaining 282 headings, with the proviso that if at any time Spain makes a Treaty conferring some advantage in respect of any of these 282 headings which is of interest to British trade the Spanish Government will be prepared, on request, to extend the advantage to similar British goods. Practically, therefore, British goods enjoy complete most-favoured-nation treatment. Exception is, however, made for any special treatment accorded to the products of Portugal or to those originating in and proceeding from the Spanish zone of Morocco, which cannot be claimed for British goods.

The Tariff concessions include reductions in the duties on fine carbon steel for tools, and on tungsten and other special steels, iron and steel bars, plates and sheets, and tubes of various kinds, bolts, nuts and screws, grease boxes, chains and cables, hand tools, etc., copper, brass, and bronze plates and tubes ; internal combustion engines, steam engines, portable engines, locomotives, machine tools for metal working, certain agricultural machinery, cycles, motor cycles, motor cars, certain cotton and woollen fabrics, cotton lace, linen yarn, and oilcloth. There is also a substantial reduction in the duty on coal, which, however, applies to not more than 750,000 tons a year, and is to be operated by means of a refund to the consumers of British coal of the difference between the full and the reduced rates. The temporary free admission of privileges for tinplate for the manufacture of receptacles for preserves destined for export are maintained for the duration of the Treaty.

As regards the treatment of Spanish goods in the United Kingdom, these are accorded complete most-favoured-nation treatment. Further, no Customs duty or import prohibition (except in time of war) may be imposed on iron ore, corks and cork discs, grapes, walnuts, hazel nuts, almonds (shelled and unshelled), onions, oranges, olive oil, preserved vegetables, bananas and tomatoes, and the duties on wine and wine lees, brandy and raisins, may not be increased beyond their present level.

The Turkish Capitulations.

Your Committee have considered a communication from the British Chamber of Commerce for Turkey and the Balkan States at Constantinople, with reference to the questions to be discussed at the Peace Conference between Turkey and the Allies, and particularly on the subject of the abolition of the Turkish Capitulations.

The Turkish Capitulations consist of a series of Treaties between Turkey and various Western States, fixing the conditions under which the Nationals of the latter are allowed to live in the Ottoman Dominions.

The conditions were, in general, regarded by foreign residents in Turkey as privileges obtained from successive Sultans, and afterwards jealously guarded as the only guarantee under which they could live in comfort and security.

By a treaty of 1871 signed by the Powers and Turkey, it is acknowledged that the Capitulations cannot be revoked without the consent of all the contracting parties, and the treaty of Berlin of 1878 particularly mentions that the right of consular jurisdiction and protection as established by the Capitulations shall remain in force so long as they shall not have been modified with the consent of the parties concerned.

The essential rights which the foreigner enjoys under the Capitulations are inviolability of person and domicile, freedom to trade, exemption from some taxes and the jurisdiction of his own consular courts. The experience of nearly three centuries and a half has shown that without these rights he cannot live in Turkey.

Even with the Capitulations, the British merchant has been able to survive only in the large sea ports—principally at Constantinople and Smyrna—under the direct protection and within the reach of his Embassy and Consulate.

The danger to the foreigner lies (1) in the fact that Turkish law and Turkish customs based on the religious law of the Sheriat are very different from those of Western civilisation and cannot be applied to Western peoples, and (2) in the fact, proved through all the centuries of Turkish rule, that, without the treaty rights enjoyed by him under the direct enforcement and protection of his country's representatives, there can be no security or comfort for him in Turkey. The foreigner must have the protection of the Capitulations to safeguard himself and his family against unjust arrest and imprisonment, against violation of his home, against seizure of his property, and against unjust taxation.

In October, 1914, soon after the outbreak of the Great

War, the Turkish Government took advantage of the pre-occupation of the Western Governments to declare the abrogation of the Capitulations, and it is well-known that the Turkish rulers to-day are anxious for their abolition.

Great Britain has very important interests in Turkey; for instance, the Aidin-Smyrna railway is a British concern working under a concession. It has now been seized by the Nationalist Government.

British import and export trade is larger than that of any other power. About ten per cent. of the Foreign Debt of Turkey of £150,000,000 is British. The Telephone Company is almost entirely British capital. Half the quays and docks are British. The National Bank of Turkey is entirely British capital. The mining concessions held by British firms are larger than those held by any other country. Forty-six per cent. of the shipping which passed through the Bosphorus before the war was British. British shipping companies claim to have almost the entire carrying trade of the country. It is generally understood that three-quarters of the properties insured at the seaport towns are covered by British offices. The banking interests of the greater part of the export trade from the shipping ports of the Turkish Empire pass through London. All these and other vested interests are such that they put British commercial interests higher than those of any other foreign state, and, according to a memorandum prepared by the non-official British community in Constantinople, we shall lose the greater part of these interests, if the British Government cannot hold to these Clauses of our treaties which protect us, and which alone have enabled us to build up our trade.

It will, therefore, be seen that the matter is of supreme importance, and inasmuch as the Peace Conference at Lausanne was about to take place, your Committee instructed the Secretary to address the following letter to His Majesty's Secretary of State for Foreign Affairs:

November 15th, 1922.

(C.GHW.RVC.)

MY LORD,—I am directed on behalf of the Council of this Chamber to state that they have had under consideration a communication received from the British Chamber of Commerce of Turkey and the Balkan States, with reference to the position which is likely to arise owing to the abrogation of the Turkish Capitulations after the withdrawal of the Allied control and Forces from Constantinople.

Having regard to the very important financial and economic interests which Great Britain has in Turkey, and to the large number of British subjects domiciled and carrying on trade there, and having regard also to the fact that, without the Capitulations, or in their absence of guarantees or treaties of a similar character, binding upon the Turkish Government, it will be impossible for British subjects to continue to live in Turkey, the Chamber sincerely trust that at the forthcoming Peace Conference, to frame a Treaty of Peace between Turkey and the Allies, the British Government will strenuously press for the insertion of such provisions as will meet the reasonable needs of Great Britain and its subjects resident in Turkey, and secure the inviolability of the person and domicile of the latter, their freedom to trade, equal treatment in taxation and the jurisdiction of their own Consular Courts.

The Chamber earnestly hopes that in the negotiation of the Peace Treaty the wishes and the views of the British community in Turkey will be closely and carefully consulted so as to avoid the irreparable injury which would be inflicted upon them if they were deprived of the principal rights which they enjoy under the Capitulations.

I am,

My Lord,

Your Lordship's obedient servant,

(Signed) G. HENRY WRIGHT,
Secretary.

The Marquis Curzon of Kedleston, K.G.,
H.M. Secretary of State for Foreign Affairs,
Foreign Office,
Whitehall, S.W.1

Industrial Welfare Society.

Your Committee beg to recommend that Miss A. V. Peakman, M.I.H., A.R.S.Inst., a Member of the Chamber, be nominated as the Chamber's representative to serve on the Local Advisory Committee of the Industrial Welfare Society.

Through Bills of Lading to Mexico.

Your Committee beg to report that they have been advised by Mr. E. J. Bray, General European Agent of the National Railways of Mexico, that steamship companies running between European and Mexican ports, are now authorised to issue through bills of lading to interior destinations in Mexico on the National Railways of that country. This your Committee understand, will be a facility of much value to shippers.

Birmingham Wolverhampton Road.

In its last report, your Committee stated that Sir William Mills, Major T. C. Aveling, and Mr. J. P. Achurch had been appointed to investigate and report what further action could be taken by your Committee in connection with this matter. The Sub-Committee have submitted the following report:—

Your Sub-Committee beg to report that on Thursday, the 16th November, they made a careful inspection of the site of the proposed new road between Birmingham and Wolverhampton.

They were accompanied by Mr. H. H. Humphries, the City Engineer and his assistant, Mr. Gray, and also by Mr. Councillor Evans and Mr. Robinson, deputy-surveyor of Wolverhampton.

The party left the Chamber very shortly after 10-30 a.m., and completed their tour soon after two o'clock. In the course of the inspection your Sub-Committee left the cars at various points, and the City Engineer explained the direction of the road which was deliniated on a large scale Ordnance map.

The City Engineer has kindly promised to prepare a copy of this map for the information of your Sub-

Committee and upon receipt, the matter will be carefully considered with a view to recommendations being made as to the action which might be taken.

Employment of Blind Persons.

Your Committee beg to report that a letter has been received from the Minister of Health, stating that in view of the difficulties experienced by local agencies in providing employment for blind persons, the Advisory Committee on the Welfare of the Blind have considered the question of whether it would be possible to open up new avenues of employment for them.

The Advisory Committee think that there may be some trades or processes ordinarily carried out by seeing persons, which would be specially suitable for blind persons, and the Committee is anxious to explore possibilities in this direction. The Minister has invited the Chamber to furnish him with particulars regarding any trades or processes carried on in this district which might provide employment for blind persons.

Your Committee have received a communication on the subject from the local branch of the National Institute for the Blind, and the Birmingham Royal Institution for the Blind, and the view has been expressed that it is the desire of the Minister that manufacturers should investigate occupations in their factories from the point of view as to whether any of the operations could be performed by blind persons.

Your Committee beg to recommend that a letter should be issued to all members, inviting them to furnish particulars of any trades or processes which might provide employment for blind persons. The occupations already filled by a large number of blind persons include :—

Basket making ;
Mat making ;
Brush making ;
Machine knitting ;
Pianoforte tuning and repairing ;
Massage.

It has been reported to your Committe that assistance could be afforded in helping to find employment for blind persons as typists and telephonists. The new avenues suggested to your Committee include the making of tennis rackets, and in assembling cycle wheels, the particular work being, after running spokes through the hub, to fasten them on the inside of the rims by means of little screws.

Letter from Sir W. Joynson-Hicks, Bart., M.P.

The following letter has been received from Sir W. Joynson-Hicks, Bart., M.P., Department of Overseas Trade :—

Department of Overseas Trade.
35, Old Queen Street, S.W.1.
16th November, 1922.

Dear Sir,—I write to inform you that I have taken over my duties as Parliamentary Secretary of the Department of Overseas Trade in succession to my friend and colleague, Sir Philip Lloyd-Greame.

I shall do my utmost to ensure that my Department shall continue to render efficient service to the business community ; and I am confident that I may look to the Chambers of Commerce to assist me in directing our efforts wisely, realising, as I do, the important part played by such powerful and representative bodies.

I shall be glad to hear from you at any time on any question which you wish to put before me and to receive any suggestions which you may have to make for the development of trade.

Yours sincerely,
(Signed) W. Joynson-Hicks.

The President,
Chamber of Commerce Inc.
Birmingham.

The following reply has been sent on behalf of the Council :—

C/GHW/RVC.
November 23rd, 1922.

Dear Sir,—On behalf of the Council, I am desired to thank you for your letter of the 16th instant, and to congratulate you most heartily upon your appointment as Parliamentary Secretary of the Department of Overseas Trade.

The Chamber, and myself personally, as a member of the Advisory Committee of the Department, regard with much gratification your assurance that you will do your utmost to secure that the Department of Overseas Trade shall continue to render efficient service to the business community, and I have much pleasure in stating that the Council and Committees of this Chamber will at all times be ready and anxious to co-operate with you in any efforts that may be made or steps that may be taken to assist the development of overseas trade.

The Chamber value very highly the suggestion in the last paragraph of your letter, and hope to avail themselves of your kind offer from time to time.

Yours faithfully,
(Signed) F. Hickinbotham,
President.

Sir W. Joynson-Hicks, Bart., M.P.,
D.O.T., Westminster, S.W.1.

Lord Mayor's Distress Fund.

Your Committee beg to report that at the request of the Lord Mayor the President will issue an appeal to all members of the Chamber urging them to support the Distress Fund by collective contributions from employers and weekly subscriptions from employees.

Committee's Recommendations.

Industrial Welfare Society.

That Miss A. V. Peakman, M.I.H., A.R.S. Inst., be nominated as the Chamber's representative to serve on the Local Advisory Committee.

Employment of Blind Persons.

That a letter be issued to all members of the Chamber inviting them to furnish particulars of any trades or

processes which might provide employment for blind persons.

H. Lakin-Smith,
Chairman.

Birmingham,
23rd November, 1922.

REPORT OF IMPERIAL AND LOCAL FINANCE COMMITTEE.

Resolved.—That the report of the Imperial and Local Finance Committee now submitted, be approved, adopted and entered on the minutes.

Report of Imperial and Local Finance Committee.

Budget.

Your Committee have to report that they have had under consideration the question of the representation which should be made by the Chamber with respect to the provisions of the Finance Bill to be introduced next year to provide for taxation during the financial years 1923-4.

It will be within the recollection of the Council that at the Quarterly Meeting of the Association of British Chambers of Commerce, held at Leicester, on October 18th, 1922, a resolution was moved on behalf of the Birmingham Chamber in relation to the Corporation Profits Tax in the following terms :—

"That a strong representation be made to the Chancellor of the Exchequer urging that provisions be made in the next Budget for the abolition of the Corporation Profits Tax, on the ground that it is inequitable and imposes an undue burden on the industry of the country and operates as a distinct check to enterprise."

The Chamber has also pressed from time to time that Co-operative Societies should be assessed for income-tax on their trading surpluses.

It will be the intention of your Committee to recommend that the Chamber's views on this question should be reiterated in the strongest possible terms, and it will also be their intention to submit for the consideration of the Council other suggested provisions for inclusion in the Budget, as to which they hope to be in a position to present a full Report to the next meeting of the Council.

Australian Customs Duty and Income Tax.

It has been represented to your Committee that it is understood that the Revenue Authorities in Australia have in contemplation an alteration in the basis of assessment for Income Tax on agents of foreign firms in Australia, and that it is the intention in such cases to assess Income Tax on the basis of firm's turnover.

There would appear to your Committee to be some doubt as to the authenticity of this statement, and investigations are being made into the subject. If necessary, your Committee will make further reference to the matter in a subsequent report.

It was also reported to your Committee that a change had taken place in the method of arriving at the cost of goods for Customs Duty purposes, and your Committee have ascertained that whereas the basis for duty in Australia has hitherto been the Home Consumption value plus 10 per cent., an announcement has been made that telegraphic information has been received by the High Commissioner for Australia in London that as from the 10th October, 1922, the Duty on goods subject to an *ad valorem* rate is to be based on the domestic value in the country of export or the price f.o.b. paid by the Australian Importers, which ever is the higher.

H. Lakin-Smith,
Chairman.

Birmingham,
24th November, 1922.

REPORT OF THE EXPORT MERCHANTS' SECTION.

Resolved—That the report of the Export Merchants' Section, now submitted, be approved, adopted and entered on the minutes.

Report of the Export Merchants' Section.

Revision of Chilean Customs.

Your Section beg to report that they have considered the action to be taken in view of the possibility of a revision of the customs to be taken in view of the possibility of a revision of the Customs Duties on goods imported into Chile.

In order that definite instances of cases in which the present rates adversely affect British interests, and also cases in respect of which British goods are subject to unduly heavy taxation may be represented to His Majesty's Government, your Section invite manufacturers and exporters to furnish the Secretary with full particulars. Any representation should, of course, be supported by arguments for a reduction of duty which is likely to weigh with the Chilean Government.

Detention of Passports at Callao, Peru.

Your Section have considered a complaint with reference to a custom at Callao, Peru, in connection with the examination of passports. Much inconvenience is occasioned to travellers by the procedure in collecting passports and forwarding them to Lima.

The Council will appreciate that the absence of a passport for three or four days places a traveller at considerable disadvantage, as he is completely deprived of his means of identification.

It is the view of your Section that the passports are personal property, and they are strongly of the opinion that all examination should be made in the presence of the owner.

Your Section recommend that representation be made to the Foreign Office on the matter.

Peruvian Consular Invoices.

Your Section have considered complaints made by exporters relating to the inconvenience caused owing to the arrangement in operation at Liverpool, whereby Peruvian Consular Invoices are not certified until the actual sailing date of the steamer.

Your Section recommend that Representation be made to the Peruvian Consul in Liverpool, suggesting that

in view of the inconvenience caused to shippers, it will in future be arranged for consular invoices to be certified previous to the date of shipment.

Ecuador Rate of Exchange.

Your Section beg to report that the Decree issued by the Ecuadorean Congress, in October, 1917, which fixed the " official rate of exchange " has now been repealed.

Section's Recommendations.

Detention of Passports at Callao, Peru.

That representation be made to the Foreign Office on the subject of the detention of Passports at Peru.

Peruvian Consular Invoices.

That representation be made to the Peruvian Consul in Liverpool, urging that Peruvian Consular Invoices be certified previous to the date of shipment.

F. B. Goodman, *Chairman*.

Birmingham, 27th November, 1922.

Vote of Thanks to Mr. F. E. Potter.

It was agreed that the best thanks of the Council be accorded to Mr. F. E. Potter for his address to the members of the Chamber, on the 2nd November, on the subject of the " Compelling Power of Publicity."

Visit of Distinguished Scientist.

A letter was submitted from Prof. Sir Wm. Ashley, Vice-Principal of the University of Birmingham, with reference to a visit to Birmingham of Charles S. Myers, F.R.S., M.D., Sc.D., Director of the National Institute of Industrial Psychology, and inviting the co-operation of the Chamber in connection with the matter.

The Council decided to express its willingness to co-operate, and referred the letter to the officers.

New Members.

Resolved—That the following be and are hereby elected Members of the Chamber :—

Herbert Jas. Adamson, 246, Gooch Street, Birmingham, hardware dealer.

Bradbury's Ironmongery Stores, 259, Gooch Street, Birmingham, ironmongers.

Thomas H. Broad, 161-3, Sutton Road, Erdington, ironmonger.

William Thos. Cantrill, 291-3, Ladypool Road, Birmingham, ironmonger.

Milton Deeming (trading as the " Whitworth Stores "), 116, Broad Street, Birmingham, ironmonger.

F. A. Davies, The Parade, Hall Green, ironmonger.

W. J. Fawcett, 10, High Street, Aston, Birmingham, ironmonger.

Joseph Fenn, 110, High Street, King's Heath, ironmonger.

J. H. Hirst & Son, 147, Soho Road, Handsworth, Birmingham, retail ironmongers.

A. A. Howes & Son, 11, Parade, Birmingham, ironmongers.

Mills & Son, 81, Smallbrook Street, Birmingham, cabinet ironmongers.

James A. Preston, 145-6, Monument Road, Birmingham, ironmonger.

White's Ironmongery Stores, 19, Summer Lane, Birmingham, ironmonger.

Rowland H. Williams, 128, Broad Street, Birmingham, ironmonger.

Francis Wills, 65, Alcester Road North, Birmingham, ironmonger and china dealer.

Abstainers and General Insurance Co., Ltd., 142, Edmund Street, Birmingham, insurance.

W. W. Allen & Co., Ltd., 103, Snow Hill, Birmingham, engravers and die stampers.

Birmingham Envelope Co., Ltd., 7, Mary Ann Street, Birmingham, envelope manufacturers.

Henry Evans & Co., 10, Key Hill Drive, Birmingham, gold swivel works.

A. D. Foulkes, Ltd., Lionel Street, Birmingham, plumbers, brassfounders and sanitary engineers.

The Stainless & Non-Corrosive Metal Co., 14, Weaman Street, Birmingham, stainless metals, hardware and cutlery.

Hood & Whitehead, 48-59A, Theodore Street, Birmingham, stampers and piercers.

J. M. & D. Hunter, 41, Slaney Street, Birmingham, petrol lamp manufacturers.

W. J. Llewellyn, Ltd., Redditch, engineers and ironfounders.

Montemayor & Co., 16, International Exchange, Edmund Street, Birmingham, export merchants.

Niger & Co., Ltd., County Chambers, Corporation Street, Birmingham, West African merchants.

Wm. Oxley & Co., Ltd., Prudential Buildings, Corporation Street, Birmingham, steel manufacturers and file manufacturers.

Union Petroleum Products Co., Murdock Chambers, Corporation Street, Birmingham, distributors of Redline motor spirit.

William Swaine, 141, Moor Street, Birmingham, district manager. (Gandy Belt Manufacturing Co.)

A. G. Horsfall Vint, 69, Tessall Lane, Northfield, golf accessories.

W. Percival Collins (trading as A. Webb & Co.), 46, Herald Chambers, Martineau Street, Birmingham, works transport specialists.

Harold Whitehouse, 60, Berners Street, Lozells, Birmingham, wholesale warehouseman.

Walter Pearson, 11, Lower Priory, Birmingham, machinery merchant.

I. A. R. Stedeford, 13, Silverbirch Road, Erdington, motor agent.

Howard Wm. Stratton, " Penines," Barn Lane, King's Heath, manufacturers' agent.

Frank Robinson, 3, New Street, Birmingham, tinplate &c., merchant.

" Eversure " Manufacturing Co., 16-7, Loveday Street, Birmingham, motor accessory manufacturers.

The Triumph Electric Manufacturing Co., 90, Stewart Street, Spring Hill, Birmingham, electric fan manufacturers.

The Alberta Company, 185, Albert Road, Aston, mica manufacturers.

Resolved—That the following be and are hereby elected

(subject to examination by the Finance Committee)
Members of the Chamber :—

Hope & Wood, County Chambers, 66½, Corporation Street, Birmingham, electric lamps and accessories, &c.

Walter Alfred Wing, 166, Edmund Street, Birmingham, merchant of engineering products.

Ernest Edwin Lucas, 45, Newhall Street, Birmingham, furnace and heat treatment specialist.

Thomas Watts Phillips, 25, Ruskin Chambers, Corporation Street, Birmingham, branch manager.

Roberts & Co., 38, Tenby Street North, Birmingham, motor gaskets and packings manufacturers.

G. E. Sawyer, 11, Whittall Street, Birmingham, mill furnisher.

"The Compelling Power of Publicity."

Address by Mr. F. E. POTTER.

The second of the series of general meetings of members, arranged for the autumn and winter by the Council of the Chamber, took place on Thursday, November 2nd, when Mr. Fred. E. Potter, a member of the Council of the Association of British Advertising Agents, delivered an address on "The Compelling Power of Publicity."

Mr. F. Hickinbotham (President of the Chamber), in introducing Mr. Potter, described him as a gentleman of no small reputation in the advertising world. Advertising, the President added, was a greater force in trade to-day than ever before. He hoped they would hear something from Mr. Potter with reference to the improvements that were so long overdue in the advertising world. It was quite true that advertisements, as such, were better than they were years ago, but there were still many examples of vulgar advertisements which were a disgrace to traders, and there were enormous possibilities for those interested in the practical side of advertising to raise the standard and give to the public something a great deal better than they had ever had before. The Chamber had been interested in education for many years, and only a short time ago they received from the School of Art a selection of advertisements which had their approval and which for some time adorned the walls of the Assembly Hall. He felt he would like to mention the question of advertisements from the point of view of vulgarity, because to any thinking man who saw the advertisements on the hoardings and in the Press, it must be obvious that there was great scope for improvement.

Mr. Potter thought they did well, as members of the Chamber of Commerce, to devote a few moments' attention to the supremely important subject of advertising, which meant "making manifest." Advertisements were not unknown in ancient Greece and Rome. Those who had been to Pompeii and Herculaneum might have seen that there were still certain notices of plays and gladiatorial combats ; also of salt water and fresh water baths. But he was not giving to attempt a historical treatise, because advertising was very largely modern in its development. Not long since it was a comparatively minor aspect of business enterprise. To-day publicity was an outstanding feature of commercial, political, religious, philanthropic national and international affairs. At one time it was considered rather vulgar to advertise. Even to-day doctors, stockbrokers, architects, lawyers and others were not permitted to advertise their respective merits. Still, the rule could be, and sometimes was, evaded. The red lamp and brass plate of the medical man were advertisements of a certain kind, and ingenious Press paragraphs relating to doctors was an advertisement of the very best quality and of the very cheapest kind also. (Laughter.) The names of architects were sometimes blazoned through the Press and very rightly when they had done good constructive work for a municipality or for the nation. When he was in Belgium last year, he was very much impressed by the fact that on many houses there were inscribed the names of the architects and builders. That was a custom which might be followed in this country, though it might sometimes have effects contrary to those desired. The practice of *The Times* in placing the names of the lawyers engaged in cases in their various law reports was an excellent one from the point of view of those whose names were mentioned. The other day a pamphlet advertising a chocolate came into his hand, which stated that this particular article was "the least advertised in the world, because it sells on merit and merit only." It was a delightful claim, and conveyed exactly what a great many people, who had had no experience whatever of advertising, thought on the subject. Advertising oiled the wheels and machinery of commerce. It meant quality, by standardising values ; it cheapened cost, by increasing use ; it brought many luxuries even into the homes of the poor. Advertising ran political parties, controlled public opinion, made and unmade Ministries and reputations, rendered possible the existence of a cheap Press. When a man said he never read advertisements he (Mr. Potter) entirely disbelieved him. The fact was that it was impossible to get away from the subject. Advertisements looked at the reader with friendly invitation from every newspaper and periodical, they winked at the passer-by from a multitude of illuminated signs by night, they greeted the public from hoardings, they enlivened or annoyed the traveller on railway journeys, and now they were printed on the sky. The last was a wonderful development of advertising and only cost about £15 a letter ! It was said that the proprietors of a certain quack medicine offered a subscription of £5,000 towards the gigantic Statue of Liberty in New York Harbour, provided they were allowed to fix an advertisement upon it for one year. That ingenious proposition was not accepted. Advertising made Charlie Chaplin as famous as the Kaiser was. He (the speaker) regarded the Kaiser as the greatest showman of the present age, a wonderful advertiser ; but he proved what every business man ought to remember, that no matter how clever their booming and publicity, if they were pushing an article which did not possess real quality and merit, sooner or later their whole campaign would end in bankruptcy. He looked the other day to see whether the word adver-

tise was mentioned in the Bible. He found it was only mentioned twice, although the whole idea of the Bible was to make known good news. But St. Paul had an excellent idea about advertising. He said that Christian people should be "living epistles, known and read of all men," and if the Christian Church from the beginning had made men and women who were all good advertisements the millennium would have arrived long since. He asserted that the public did read advertisements. The most interesting part of many newspapers was the advertisement columns. If they took up one of the leading magazines they must be astonished at the mass of advertising matter, when they saw 100 pages of advertisements, they were inclined to say, "What is the good of going in that; nobody will look through 100 pages." But advertisers were not fools, and the very fact of their being 100 pages of advertisements in leading magazines was proof that people did look through them. He did not believe people would care to buy magazines at all—except the half-crown lines—if the advertisement section were left out. The most extensively used articles in this country were branded and advertised articles. Many a branded article might be no better than a similar article made by one of those present. Why then, the difference in the sale and price of the respective articles? The answer was publicity. The names of many firms were household words. Advertising was not a science, but it had to be conducted in a scientific spirit. There were a great many businesses whose vocation it was to help manufacturers and factors to make known their wares to the public. It was astonishing what a varied number of branches there were of that profession. Press, poster, railway, tram, omnibus, carrier vans, cinema, catalogue, circular, booklet, illustration and blockmaking—all those industries, and some of them were big ones, were at the disposal of business people to help them if required. In some of the advertising agencies most of those branches were combined in one business. He represented the Association of British Advertising Agents, comprising 64 advertising agents, and including most of the leading firms whose desire was to lift the whole business as high as possible. Advertising sought to feed the public, clothe it, medicine it, to guide the people in their reading, their pleasuring, their holidaying. It extracted their hard-earned cash by a thousand artifices, and if they would not shell out the wives and women-folk would. Advertising compelled them to buy gramophones, piano players, motor cars, bicycles, pogo sticks, and many other things, some of which were no use after they had been possessed a week. Surely, all that advertising accomplished they must seek to know it, and to control this ubiquitous and seemingly hypnotic influence. If all advertisements were true, the millenium would be with us.

Calling attention to what advertising had accomplished during the past few years. Mr. Potter said that during the war national advertising, came into its own, and was likely to go on for ever. They would remember how, in the early stages of the recruiting campaign every decent paper called upon the youth of the country for the sake of King and Country to enrol themselves in the army, and how everywhere posters echoed the same message, with the result that hundreds of thousands of young men responded to the Government advertising. Before compulsory service came in it was this power which helped us to hold our own. Then there was the advertising for national service, which brought in 307,000 enrolments. After that came the advertising of the War Loans, which was marvellously successful, and resulted in the greatest financial transactions of all time. At the present time Savings Certificates were regularly advertised by the Government, and brought in millions of pounds, representing on the one hand money which could be used to carry on the country and on the other hand the savings of thrifty people. His firm was one of the three agents acting for Government advertising, and he assured them that in this matter the Government carried economy to the extreme of penuriousness. He also mentioned the extraordinary influx of money during the war in response to Press appeals for the Red Cross, and other beneficent activities; and the peace-time propaganda of religious and philanthropic organisations and institutions, which enabled them to secure the money necessary to carry on their great work. After giving a number of examples of the phenomenal success attending various publicity schemes, Mr. Potter said the vast increase of drapery and textile advertising was one of the wonders of the past few years. To-day cities, spas and health resorts were advertising themselves freely through the Press and were receiving an immense impetus in the number of people who visited them. The latest phase of advertising was what might be called co-operative advertising; people were getting together and contributing sums of money so that there might be combined publicity to push the particular lines in which they were interested. Perhaps the most powerful form of advertising was that of ideas propaganda. We had had the best advertised Prime Minister of all time until recently. The power of the printed idea was beyond expression. German morale was smashed by our printed matter. Bolshevism arose and was maintained by propaganda, and he hoped that in time it would be overthrown by the same means.

In some concluding hints to advertisers. Mr. Potter urged them to have a genuine article. It was a mistake to imagine that they would win through with anything that was not full of merit. It was the repeat orders which brought the profit, not the first sales. They must have something which was in general use, or for which there was the possibility of general use. Do not let them start advertising if they lacked pluck or imagination. It was the dogged keeping on that brought success. They should have a fine name for their product and an effective trade mark. He advised them to consult an advertising consultant; to seek out a reliable advertising agent. Let the public know why they ought to purchase a particular commodity. "Make the public feel they cannot do without it," he added. "See that every announcement adds to the goodwill of your business. Have a care in the use of humour. Do not use your photo if you are ugly. (Laughter.)

Do not waste space in talking abour rivals, or possible rivals. Sell your product; do not mind about the other fellows. Never start advertising until the public can buy the goods in the shops. Never offer what you cannot fulfil. Never claim what is not reasonably true. Those who forsake truth become pirates. Hold the flag of commerce high. It is not sufficient to get the trade to stock your goods, you must help the trade to sell them when they have got them. Send the public to the trader when they have got the goods." By such means as these success awaited the advertiser. Thus might they become one more firm of which the country was rightly proud. (Applause.)

On the motion of the President, Mr. Potter was warmly thanked for his address.

British Trade with India.

Mr. Ainscough's Report.

The period covered by the new report on the Conditions and Prospects of British Trade in India, prepared by Mr. Ainscough, H.M. Senior Trade Commissioner, was one of extreme depression and difficulty. The fiscal year April, 1921, to March, 1922, is dealt with, and the facts and conclusions have been revised to September last. The conditions prevailing at the beginning of this pseriod were such as to bring about a complete deadlock in large sections of the import trade. A series of adverse influences, both economical and political, prevented that improvement which might have been expected. In the first place, the poor crops due to the failure of the monsoon in 1920 resulted in high food prices and the continuance of the embargo on the exports of wheat and rice. The depression in Russia and Central Europe deprived India of valuable markets, for jute, tea, oilseeds, hides, and other products. Exports to Germany began to revive during the summer of 1921, but the disastrous fall of the mark in October brought about a collapse in this trade. The American market was also unable to absorb its usual proportion of Indian produce. One result of these restrictive influences on Indian exports was an adverse balance of trade, which rendered a high rate of exchange out of the question. Exchange remained about 1s. 4d., and, although this helped the tea industry to recover, it delayed that recovery in the import trade which might have been anticipated. The political activities of the leaders of the non-co-operation movement, and particularly the boycott of the machine-made cloth inaugurated by Mr. Gandhi, tended to retard any improvement in the piece-goods trade. The valuable business in iron, steel and other metals was seriously affected by the large stocks of high-priced goods, continuously falling prices at home, a limited demand from railways and Government Departments as a result of the financial stringency, and the general depression local industries. Large quantities of surplus Government stores of metals, hardware and textiles came on to the market during the year and had the effect of depressing local prices. Wherever one turns, one finds the same reason for the depression, viz., a carry-over of large stocks purchased at the top of the market and at high rates of exchange; general lack of demand owing to the stagnation of trade and industry and the tightness of money; a feeling of political insecurity due to the activities of the non-co-operation party, and a reduced purchasing power on the part of the people as a result of high food prices and a depressed export trade. The only two important items of import which showed expansion during the year were machinery and railway plant.

Present Outlook.

Fortunately, writes Mr. Ainscough, there are many indications that we have passed the low-water mark of the depression in the import trade. During the months of April and May, 1922, the huge stocks of uncleared piece goods, most of them on account of defaulting dealers, began to move, and even in Bombay, Delhi and Amritsar, where last year it was almost impossible to effect any sales, cargo has been cleared in fair quantities, though in many cases at prices which show losses to shippers of as much as 40 to 50 per cent. The deadweight of repudiated and overdue drafts, which early in 1921 is estimated to have reached a total of £30,000,000, is being steadily reduced, and the most hopeful feature—after a period of twelve months of utter stagnation—is that the goods are at last moving into consumption.

Following up the arrests of many of the leaders of the extremist party, there has been a much easier political feeling throughout the country during the past few months and the conditions were still generally satisfactory in September. Indian traders seem to show much more confidence and hope than they did last year. Moreover the boycott movement is steadily losing ground, and, although it is being artificially fostered by the expenditure of political funds, there is ample evidence to show that the great bulk of Indian traders have very little belief in its ultimate success, and are only too ready to leave politics alone and get on with their business if only the prospects for the lucrative employment of their brains and capital improve.

The Repudiation of Liabilities.

Confidence in the integrity of Indian importers was severely shaken last year, particularly in centres such as Bombay, Delhi, and Amritsar, owing to the wholesale repudiation of liabilities and dishonouring of drafts by Indian importers and dealers.

Thanks to the action of British shippers and import merchants in granting allowances in order to clear the goods, and to the cautious attitude of the banks into unduly pressing for payment the crisis passed without any serious dislocation of credit conditions. The result, however, has been attained at a heavy cost to the British exporter. Practically the whole burden has fallen upon him, with the result that a number of old-established and reputable merchants in London and elsewhere have been forced into liquidation through no fault of their own, but solely owing to the action of their Indian clients in refusing to meet their liabilities.

Very large numbers of others are financially crippled for years to come, and almost every shipper who traded direct with Indian firms has suffered to some extent. The crisis has all too clearly hown the utter lack of respect for a commercial obligation on the part of many Indian dealers. British exporters, for the present, would be well advised to confine their transactions to dealers of proved stability—and—in doubtful cases—to insist either on cash in London or a cash deposit with the order. They should also, wherever practicable, appoint resident agents to watch their interests. The safest method, undoubtedly, is to ship to the large European import merchants at the ports, but these firms usually have as much business as they can handle and are frequently unwilling to open fresh accounts, so that a British exporter desiring to enter the Indian market is usually forced to accept business from bazaar dealers.

Congestion in the Indian Court.

It may be wondered how it is that in a market such as British India, which is supposed to enjoy the benefits of British justice, losses can be incurred on such a scale without legal satisfaction being obtained through the Courts. The reason is that many commercial courts, notably those in up-country markets such as Delhi and Amritsar, are so congested that delays of many months—indeed years—occur from the time a suit is filed to the date on which judgment is given, and these delays are even greater in the case of appeal to a High Court. It is common knowledge among Indian merchants that in a case of default their creditors are deterred from filing suits against them owing to the length of time required to obtain a judgment. Even when a judgment is obtained, it is frequently found that the debtor has made over his property to his wife, or else he absconds, and further interminable delays are experienced in tracing him. In any event, very little satisfaction is obtained. During the past two years dealers have been defiant, and have challenged their creditors to sue them, knowing full well that the latter would not be able to obtain satisfaction within a reasonable time. As a result of representations, additions have been made to the staff of subordinate judges in Delhi, and it is hoped that some relief to litigants has been afforded. It is pointed ont that the delay in the disposal of commercial cases is due not so much to the procedure of the courts as to the deliberate obstruction by litigants, and, as Indian courts (outside the Presidency towns) have themselves to dispose of all the preliminaries to a suit, this obstruction is difficult to circumvent. All the same, it is to be hoped that local governments may see their way to consider the possibility of expediting civil cases. Mr. Ainscough considers that the knowledge that prompt and effectual steps could be taken to bring defaulters to book would deter many Indian firms from failing to meet their engagements, and would go far to restore India's name for honest trading.

British Trade 1921-1922.

The share of the Empire as a whole in the total overseas trade of India has fallen during the year from 56 per cent. to 54 per cent., while that of the United Kingdom is reduced from 44 to 39 per cent. and is now 2 per cent. below the pre-war basis in 1913-14. In the import trade, with which this report is primarily concerned the share of the United Kingdom has declined from 61 to 57 per cent., but it is satisfactory to record that the contraction in the case of our two principal competitors, viz., the United States and Japan, has been even greater. Imports from the United States of America fell from 10.5 per cent. to 8.1 per cent., and those from Japan from 7.9 per cent. to 5.1 per cent. The most notable increases have been in the case of Java from 4.6 per cent. to 8.9 per cent. (due to very heavy imports of sugar and, to a lesser degree, of quinine), Germany from 1.4 per cent. to 2.7 per cent., and Belgium from 1.6 per cent. to 2 per cent. On the whole, therefore, it may be stated with confidence that, notwithstanding the world-wide depression and the peculiar difficulties which have been experienced by British industry during the past year, the United Kingdom is maintaining its position in its most valuable overseas market in a remarkable way, which augurs well for the future.

During 1921-22 cotton piece goods from the United Kingdom accounted for 25.5 per cent., machinery and millwork 18.8 per cent., railway rolling stock and plant 12.2 per cent., iron and steel 7 per cent., cotton yarns 5.7 per cent., hardware 2.5 per cent., and instruments and apparatus (mainly electrical) 2.4 per cent. Over 95 per cent. of the British shipments to India, which totalled just over £100,000,000 during the year, represented manufactured goods. It is noteworthy that the share of cotton piece goods, for the first time for decades and owing to abnormal conditions, has declined to only a little more than one quarter of the whole, and is very closely followed by machinery. This is purely fortuitous, and the reasons will be found in the detailed analysis of the import trade which is given the Report. Although a study of this analysis reveals a falling-off in practically every branch of trade, there is some consolation in the fact that the trade of our competitors has, with the exceptional cases of Germany and Belgium, contracted in even greater proportion. Stocks of most standard imports are not excessive, and in some cases are well below normal. There are many signs that the country has passed the worst of the depression and that trade is slowly improving, and with a good south-west monsoon there is firm ground for hope that we are in the threshold of a period of steady recovery and more favourable conditions.

Indian Exports.

India's capacity of absorbing increased quantities of imports will largely depend on the future of her export trade, which, in turn, hinges on the prospects for increased shipments of produce to Central Europe, Russia, Japan, and the United States. The reconstruction of the Continent seems likely to be slow, and it appears doubtful whether the market will receive much support from that quarter. Conditions in Japan and the United States, however, are improving, and it is possible that the United Kingdom may be in a position to take greater quantities of Indian produce, particularly if the improve-

ment in the tea trade continues. The share of the British Empire in the exports, including re-exports from India, last year, was 41 per cent., as compared with 43 per cent. in 1920-21. This contraction was entirely due to reduced takings by the United Kingdom, whose share fell from 22 to 20 per cent. Germany increased her proportion from 3.1 to 6.7 per cent., and trade with Hamburg was quite brisk during the summer of 1921 until the collapse of the mark in October effectually checked any further improvement. Shipments to the United States were on a reduced scale, and the American share declined from 11.8 to 10.4 per cent. Japan, however, owing to her increased offtake of Indian raw cotton, improved her position from 9.5 to 15.5 per cent.

Foreign Competition.

The outstanding features of the year have been the re-entry of German goods into the Indian market on a considerable scale and continued competition from Belgium. A study of the analysis of the various import trades shows that our other competitors have suffered even more than the United Kingdom from the effects of the unprecedented depression. Although foreign competition is much keener and enters into a constantly widening field, British exporters have, in spite of the serious industrial upheaval at home, with its concomitant of high prices, been able, on the whole, to maintain their position. There are several features, however, which deserve special mention and upon which Mr. Ainscough comments as follows :—

American Competition.—After advancing steadily, both during and since the war, imports from the United States declined from 35¼ crores in 1920-21 to 21.6 crores in the year under review, and America now ranks third among the countries exporting to India, having been displaced during the past year by Java. The principal imports, in order of importance, are mineral oils (22.5 per cent.), machinery and millwork (20.89 per cent.), iron and steel 20.47 per cent.), hardware (4.78 per cent.), instruments and apparatus (4.73 per cent.), wheat (3.7 per cent.), motor cars and cycles (3 per cent.). A decrease is shown under almost every heading, which was only to be expected in a year of such great depression.

The few American merchant houses established in India have suffered as great, if not greater, losses than their British rivals. One of the most powerful of them is winding up its Indian business with a view to cutting its losses, and those firms which conducted a commission indent business with the bazaar have largely spent the year in clearing up their outstandings. There is, however, considerable activity on the part of American manufacturers in appointing mercantile agents and sending specialists to India, so that they may be organised when trade improves. I have met several instances recently where American technical representatives have been very active in studying the wishes of large buyers of plant, and have spared no effort in meeting their special needs. The view has been expressed on several occasions, particularly in the case of machinery, that American travelling salesmen are frequently more fully conversant with the practical working of their machines and are able to give more valuable advice on technical matters than their British rivals, who are often merely commercial salesmen and not engineers in addition. These may be exceptional cases, and, of course, a firm which is entering a trade for the first time is frequently prepared to make more strenuous efforts just to gain a footing than one which has enjoyed a lucrative business for many years. Nevertheless, a feeling is growing among buyers that American manufacturers are prepared to follow up and support their representatives on the spot by a much more liberal supply of information, literature and advertising matter than is the case with many British firms. The American maker also appreciates the advantage of "service" in a country such as India, and recognises the need for ample supplies of spare parts and the services of specialists for the purpose of studying the needs of and advising buyers with regard to new developments, and also of consulting with them as to how the maximum efficiency can be obtained from their existing plant. This trait has been specially noticeable in the industrial plant and machinery and motor trades.

As a result of a special mission conducted by a Trade Commissioner in 1921, it is understood that the United States now propose to appoint a permanent American Trade Commissioner in India, and that the first incumbent will take up his post during the coming autumn. This would seem to presage increased American interest in the Indian market.

Japanese Competition.—After a period of remarkable expansion during the war, imports from Japan reached their highwater mark in 1920-21 with a total of 26½ crores of rupees (say £26,500,000). During the past year, however, they have contracted by almost one-half, to 13½ crores (or approximately £9,000,000 at exchange of 1s. 4d.). The principal articles imported during the past year were cotton piece-goods (28 per cent.), cotton yarns (16.6 per cent.), matches (13.6 per cent.), silk manufactures (10.4 per cent.), glass and glassware (6.3 per cent.). With the exception of cotton yarns and piece-goods, the shipments from Japan do not clash to any extent with those from the United Kingdom, but are mainly composed of the cheaper articles for the bazaar trade, and therefore compete with German, Austria and Czecho-Slovakian productions.

During the war Japanese competition threatened to be a serious factor, and entered into a wide variety of trades in which the United Kingdom had hitherto been supreme. Now that British goods are readily available at competitive prices, Indian buyers are reverting to their old sources of supply, and the serious competition from Japan is practically limited to cotton textiles.

German Competition.—Imports from Germany, which, in 1913-14 amounted to £8,440,000, began to enter India in 1920-21, during which year Rs.4¾ crores (£4,748,000) worth were received. Last year, however, no less than 7½ crores worth entered the country (which, at exchange of 1s. 4d., is the equivalent of £4,830,000), and the share of Germany in the total trade rose from 1.4 to 2.7 per cent. The principal headings, in order of importance, are dyeing and tanning substances (19.7 per cent.), iron and steel (17 per cent.), hardware (8 per cent.),

machinery and millwork (7.6 per cent.), glass and glassware (4.3 per cent.), copper (3 per cent.), and chemicals (3 per cent.). The balance represents a very wide range of articles, such as miscellaneous metals, paper, woollen goods, beer, salt, electrical accessories, apparel, haberdashery, etc.—in fact, precisely the assortment of cheap goods for which German makers enjoyed a reputation in the Indian bazaars before the war.

The principal reason for this revival of German competition is, of course, the great advantage afforded by the depreciated mark exchange. There is no sentiment in the Indian bazaars. Advantage is being taken to the utmost of the cheap prices ruling for German goods, and Indian firms are showing the greatest keenness to secure German agencies. It remains to be seen whether in view of the violent fluctuations of the mark and the constantly varying cost of production in Germany, German manufacturers will be able to adhere strictly to the terms of their contracts, both as regards price and delivery. In the meantime, British manufacturers of dyestuffs, iron and steel and industrial machinery and plant are regularly being undersold, and there would appear to be no relief from this state of affairs until the financial position of Germany becomes stabilised. A German Consul was appointed to Calcutta during the year, and although there are restrictions on the residence of German subjects in India, German commercial interests are being safeguarded and fostered by local British, foreign and Indian merchants.

Belgian Competition.—Belgian imports, which amounted to 5⅓ crores in 1920-21, remained practically stationary during the year, but their share of the aggregate trade rose from 1.6 to 2 per cent. No less than 64 per cent. consist of iron and steel, 4½ per cent. of glass and glassware, and 3½ per cent. of machinery and millwork. In the early part of the year Belgian quotations for steel bars, sheets and wire nails were far below those obtainable from the United Kingdom, but now that British prices have been materially reduced it is to be hoped that a better showing will be made next year. Belgian makers have experienced no difficulty in regaining their trade in cheap window glass.—(*Board of Trade Journal.*)

Lectures at the Industrial and Commercial Efficiency Exhibition.

We have pleasure in announcing that in response to a number of enquiries received from visitors to the Industrial and Commercial Efficiency Exhibition, arrangements have been made for each of the Lectures delivered at the Exhibition being published in this Journal.

Salesmanship and Sales Management.

Some Varieties of Customers.

The Lecturer at the Birmingham Efficiency Exhibition, on the evening of May 29th, was Mr. J. W. Catlow, of Eucryl Ltd., who is Chairman of the Incorporated Sales Managers' Association of the United Kingdom. Mr. Catlow is a most interesting and practised speaker, and his lecture was one which charmed everyone who heard it.

Mr. C. K. Maconochie, was in the chair, and in a commendably brief speech introduced the Lecturer.

Mr. Catlow said that British methods, like those of other countries—in the past and still largely to-day—have been and are carried on by rule of thumb, and in a way entirely devoid of scientific principles. The result has been, as in all enterprises of chance, that a few have been really successful, not because of themselves and their methods, but rather in spite of themselves.

It is, however, true that no business has ever reached the limit of its capacity, and similarly there is no salesman who has developed to the highest point of efficiency.

Salesmanship, forming, as it does, but an integral part of Business, is however now rightly regarded as a Science and an Art.

It is a SCIENCE because it includes :—

Physics : The setting out and collating of experience.

Medicine : The examination and classification of that experience.

Chemistry : The propounding of theories.

Psychology : The testing of theories.

It is an Art because it deals with the application of the knowledge and theory.

It is one thing to manufacture goods, and another thing to sell them. There are precious few goods that will sell themselves, but even in such cases their sale will increase if scientific salesmanship principles be applied to them.

Experience of recent years has taught us the great importance of :—

(1) Scientific Production.
(2) Scientific Costing.
(3) Scientific Industrial Methods.
(4) Value of Medical Welfare.

But we have failed in the selling side to keep pace with the advances made in industry.

Our Universities and Technical Colleges are pursuing with commendable vigour the avenues of Industrialism, but there is, as yet, an almost total disregard for the seriously ordered study of Salesmanship and its hand-maiden, Advertising.

In this respect we must pay tribute to the somewhat different attitude adopted by the business community of the United States. There the University and Educational Authorities not only include these important subjects in their curricula, but such are given very prominent parts of the training offered. It is rather curious that there is no English text-books of "Standard" value, as dealing scientifically with the subject of Salesmanship.

On the other hand, however, progressive houses are to-day realising the importance of closer harmony with their staff than formerly, and are organising mutually advantageous systems which tend to the promotion of mutual interests.

Consequently one welcomes the promotion of such organisations as the Birmingham Efficiency Exhibition, but apart from my official capacity here

this evening, in my capacity as Chairman of the Incorporated Sales Managers' Association of the United Kingdom, I offer my congratulations to the Organisers on their wonderful success, achieved as a result of hard labour and time ungrudgingly given, and to the great business community of which Birmingham is the centre, on the opportunity this affords for the propagation of better business methods.

There are distinct signs that in the near future Salesmanship studied from the Scientific standpoint will form a very essentual part of Commercial education, relating as it does not only to the goods, but also to the sale of one's personal services and one's prospects of success in life.

The man who masters the principles of Salesmanship must come to the front, and in the future lead and develop great undertakings, and thus be able to promote the general well being and prosperity of many others. For it must be remembered that one salesman, if successful, is disposing of the production of many.

The term Scientific Salesmanship means not only the ability to sell goods desired, but also to create a demand for goods for which there is little or no actual demand. In any case, the close study and application of the principles of Scientific Salesmanship will result in the greater development of markets already existent, and the making of markets where none now exist.

Treated as a Science, Salesmanship is based on certain principles which have been evolved in the manner already suggested. These principles occur with unalterable regularity, and it is therefore highly necessary that if we are to gain sales and save energy, these principles must be clearly understood.

The principles involved are many and varies, and as the time at my disposal is limited, I must content myself with two or three only.

We are all Salesmen in some form or other. We are selling Goods or Service. The soap maker sells goods, the doctor, service.

And now to analyse Sales. There are four stages known as the Law of Sale. They are, Attention, Interest, Desire, and Decision. These four stages never vary, never change their order, and are never omitted, and all customers must be taken through the full mental prowess.

The phases of thought therefore are :—

(1) Attention—favourable.

(2) Interest—created after favourable attention.

(3) Desire—to possess the advantages offered.

(4) Decision—to either buy now or at any future time.

The careful study of these stages of mental process, will, when applied to the marketing of any proposition, whether it be goods or service, lead to increased efficiency and more sales.

Having studied the principles, it now behoves the salesman to analyse the goods or service he has to offer, and construct or synthesise his Selling Talk in such a manner as to take his prospective customer successfully through the four phases.

Before he can do this, however, he has to study the various types of customers with which he will come into contact. No two nature are exactly alike, and consequently he has to give a presentation of his selling Talk to meet the particular prospective in hand.

This does not necessarily mean that he has to have a different story to tell, but rather that he must have different ways of telling the same story. (Laughter.)

Whilst the four stages must proceed in ordered form, it is not necessary that the time elapsing between one and the next will proceed with regular periods of time.

Attention may have been attracted at some former time by Poster or Newspaper advertisement. Interest and Desire may have been developed previously—in most cases where customers are buying goods of everyday use such sales are really semi-automatic.

We all know the difficulty, however, of getting the prospect, the point of interest or desire, without gaining decision in our favour. But here the clever salesman, by a process of introspection—an examination of himself and his method—is able to discover the cause of the failure, and act accordingly.

A friend of mine wanted to see a certain tradesman in Leicester, but whenever he called, the principal was always out. At last he was determined to get into touch with him, so he sent in his card, and said that he must see him on a very urgent and personal matter.

Out came the principal, looking daggers. "Do you know that my time is worth a shilling a minute?" said he loftily.

"Then I'll have ten shillings worth," said the traveller quietly, placing a ten shilling note on the desk. And he took away quite a big order!

Too much stress therefore cannot be given to the very great necessity there is for a complete understanding of the Law of the Sale and a systematic use made of the principles applied to the particular goods we are offering for sale.

In this connection I am reminded of a new development of the cult of selling—what I call "subtle selling." In other words featuring something before the actual goods. There was Palm Oil Soap. They didn't really sell Palm Oil Soap; they sold the lovely school girl complexion which the poster showed. Every lady felt that she must have that complexion. Then there was Kruschen Salts and John Jolliboy. They did not sell Kruschen Salts, but the vigour of the individual who used that little pile on a sixpence in a cup of tea every morning with (according to the poster) such excellent results. Ford issued a booklet, not describing Ford cars, but the lovely country lanes of Great Britain. The people there did not sell cars: they sold the pleasures of motoring.—(Applause).

There is a motive behind all buying. Behind every human action there is a motive.

The study of salemsanship includes an analysis of

the various motives which may prompt a decision to buy in one case, and a refusal in another.

Behind every purchase there are two conflicting motives. (1.) The instinctive desire to possess the articles. If it gives pleasure, renders a profit, or serves some useful purpose.

And (2) an instinctive reluctance to make the purchase because it involves drawing upon one's resources, symbolised in money. This produces caution and extreme caution produces the stingy or mean man.

Money is the token we exchange for necessities, comforts, luxuries or service. The art of Salesman is to convince the buyer by means of graphic though concise description or reasoned argument, or both, that the offer gives full value in comfort, luxury or utility for the expenditure involved. By this means he has to overcome the instinctive reluctance to spend with a desire to obtain the advantages offered in the purchase.

Thus the motive behind a purchase is the satisfaction of one or more instinctive desires and the Salesman must arouse in the mind of the buyer as many motives as possible. This means a knowledge of the customer and his view points. Certain motives which predominate in some people are very secondary in others, and so a study of the prospects is essential.

A man buying a Rolls-Royce has pleasure, comfort and pride as primary motives, and price is but a secondary consideration. To the prospective buyer of a Ford the reverse is the case.

Let us show you how various classes of buyers regard goods, and the order of these motives. These vary with the different buyers.

Shoes.

Wealthy.	*Moderate.*	*Poor.*
Style.	Comfort.	Price.
Comfort.	Style.	Comfort.
Neatness.	Neatness.	Durability.
Fit.	Fit.	Fit.
Durability.	Price.	Neatness.
Price.	Durability.	Style.

Furniture.

Wealthy.	*Moderate.*	*Poor.*
Beauty.	Comfort	Price.
Comfort.	Beauty.	Durability.
Style.	Durability.	Utility.
Durability.	Price.	Comfort.
Price.	Style.	Beauty.
	Utility.	Style.

Hence the salesman must consider these points in the preparation of his selling arguments no less than he must analyse his proposition so as to make clear its advantage from every viewpoint.

Time forbids my giving an exhaustive analysis of Buying Motives, and I must therefore content myself by merely mentioning a few :—

The desire for gain.	Goods for resale.
The desire to excel.	Why are you visiting the exhibition.
The desire for caution.	Insurance.
The desire for prestige.	Costly pictures.
The desire for knowledge.	Education and books.
The appeal to imitation.	House in certain neighbourhood.
The appeal to affection.	Toys for a child.
The love of praise.	Swell office furniture.
The pleasure of possession.	Gold Watch.

Classification of Customers.

The Undecided One.—Delay is occasioned by fear of consequences. This must be overcome. The advantages of buying now must be clearly shown. Sales now made now are usually not made at all. He needs the salesman's assistance.

The Vacillating One.—Whose mind changes rapidly. Tact must be exercised, and no indication of forced sales must be shown.

The Distrustful One.—Assumes Salesman is dishonest. Confidence must be inspired. State obvious facts first and then make statements which he can test himself.

The Sanguine One.—Who really knows least about the goods, but does not think so. When he states a fact—say so and flatter subtly. Let him sell the goods to himself.

The Talkative One.—Who may talk himself out of the sale. When drifting bring up some new or unmentioned qualification of the article. If they can be confined to business of buying they will often talk themselves into buying.

The Indifferent One.—Break down his reserve. Approach the problem from different view points until some degree of interest is manifested. Then centre on this attack.

The Silent One.—Ask questions which cannot be answered by Yes ! or No ! Find point of contact—whether, current events. But induce her to talk.

The Put-it-off One.—Advantage of buying Now. Price. Novelty.

The Prejudiced One.—The result of previous disappointment. Remove prejudice. Obtain mental harmony.

The Nervous One.—Who is usually in a hurry or thinks she is. Thinks and talks rapidly. The salesman must think and talk as rapidly but without any semblance of hurry. Show goods immediately. Answer questions without hesitancy. Consummate the sale quickly.

The Deliberate One.—Exact opposite of the nervous. Must not be hurried. Kind thinks slowly. Ideas must be advanced slowly and in logical order.

The Tired One.—Make him comfortable first.

The Looker.—Let 'em look. The looker of to-day will in many cases buy to-morrow.

The Dignified One.—The individual who is his own ideal. Be reserved, quiet and conservative.

The Congenial One.—Cordiality must be shown.

The Waiting One.—Keep him in a good humour. It means future business.

The Economical One.—Emphasise durability.

The Woman Shopping for the Child.—Get her to talk about it.

Children Shopping.—Show 'em every consideration. They talk at home and are the adults of to-morrow.

The Man.—Likes prompt, quick service.

Concluding, Mr. Catlow said the Exhibition was a very fine one, a very fine one indeed; quite equal to those they had in London. It was worthy of a great business community such as Birmingham, and he hoped that it would be the means of promoting the trade of the city and district. He congratulated the Chamber of Commerce upon their enterprise, and trusted that it would receive its due reward.—(Applause.)

The Chairman said that everyone must have learned something from Mr. Catlow's exceedingly instructive and amusing lecture. What he said about not selling the article, but the effect, was quite true. He (the Chairman) had a letter recently from a friend in America in which was a description of a lecture somewhat similar to that Mr. Catlow had given them. He described how the lecturer said that when you sold a man an auger, you did not really sell him the instrument, but the hole which it made.—(Laughter). They had all appreciated the shrewd, practical address they had heard, and he asked them to give Mr. Catlow a hearty round of applause; which the audience most willingly and heartily did.

Mr. Catlow, in replying, said that unfortunately he had not had time to develop the Sales Management section of his lecture, but he had done the best he could within the limits of the time allowed.—(Applause.)

Economic Education in its Relation to Industrial Peace.

The closing lecture at the Birmingham Efficiency Exhibition was given on Saturday, June 3rd, when Mr. Geo. W. Wilson Dickens, Trade Union and Labour Organiser of the National Alliance of Employers and Employed, West Midland Federation, dealt with the question of "Economic Education in its Relation to Industrial Peace."

Mr. G. Henry Wright, F.C.I.S., secretary of the Chamber of Commerce and of the Exhibition, was the chairman, and in genially, but briefly introducing the lecturer, he said that on such a hot night the less the chairman said, the better. They all desired industrial peace, and unquestionably Mr. Dickens was working for industrial peace, and, therefore, what he had to say was of first importance. Mr. Dickens was an expert on his subject, and he had pleasure in calling upon him straight away.

Mr. Dickens, who was heartily received, said that there was a great deal of unrest in industry to-day; far more than there was when conditions were much worse for the worker than they were now. Indeed, generally speaking, the unrest was the more pronounced among the better-paid workers than it was among those who were more moderately remunerated. There had perhaps never been a time when the country was quite free from industrial unrest, but the unrest to-day was finding its strongest growth in the ranks of the skilled workers and well-paid people. Workers were no longer the ignorant, illiterate people they were. Fifty years of education had enabled them to delve into the pages of history, and personally he did not think that anyone could read about the early days of Capitalism without a shudder. Then the workers drew conclusions from their own observation of the inequalities that existed side by side—wealth and abject poverty—and one conclusion was that the present system was responsible for the inequalities.

A man living and working in a slum was apt to compare his position with that of the man driving about in a car, and the result did not make for peace of mind, or industrial peace. Then, in addition, there had been an ever-increasing amount of propaganda teaching class hate, class war, etc., during the last twenty years. Employers had often observed to him how difficult it was to understand any English working man being gulled by such things, and he had replied that if they (the employers) had been born in a land where people worshipped the sun they would do the same; in precisely the same way, if any section of people was left to the influence of teaching specially designed to a bad end, for a long enough period, they would sooner or later be infected with it unless meantime, some real effort were made to educate them so that they could weigh up the various arguments and decide for themselves. Such an effort had hitherto not been made.

After the experience of the war the working man had been brought into closer touch with economic problems than ever before, and that had set him seeking for a key to unfold existing mysteries to his understanding. There was an element of Divine discontent abroad amongst workers, and it found expression in clubs, pubs, trade union branches, workshops, etc. No one knew where ignorance of the solution of problems would lead the workers to unless it was checked; knowledge was correspondingly essential, but how was it to be supplied? Employers said it was futile for them to attempt to explain or justify actions to their workers because they were so ignorant of the laws governing industry (whether employers, taken in the main, were any less ignorant, was a debatable point.) Obviously, it was the duty of the State to provide such education for everyone as would enable them to carry out their full civic and corporate responsibilities and to make them citizens in the best sense of the word, but our educational system did not do that. Employers claimed that they had been educating workers for years, but was that true? Money had been spent freely on propaganda, but this had failed for three reasons. Firstly, because the speaker was paid by an organisation controlled and financed by employers, and as such did not appeal to workers. Secondly, the type of person usually chosen for the work was a professional propagandist, who flitted from one organisation to another preaching anything he was paid to preach, and a cause was always judged by its exponent. Thirdly, the propaganda had usually been biassed; the whole truth had never been given.

How was the proper education to be provided then? It was necessary, first of all, to get the *confidence* of the workers, and to obtain that the auspices under which any teaching was given must be above suspicion; such auspices would be an organisation of employers and workers who would be jointly responsible and people employed to lecture would be paid and controlled by

both. Then teachers, not propagandists, but teachers who understood the psychology of the working man, should be engaged : academic people were useless because it was very difficult for them to bring their expressions down to the level of the working man. The best teachers would be working men and women in the case of the men, if working trade unionists so much the better. Those people would require training, but the universities throughout the country were only too glad of an opportunity of extending learning to workers. In addition to teaching them subjects, they would have to be taught the art of imparting knowledge to others, but there again, the universities had every facility. Such a body of men and women working under combined control, would get the confidence of the workers, and there was reasonable hope of extending a certain measure of knowledge among workers, which would make for industrial peace.

Taking another aspect of the case ; all history taught two great lessons : (*a*) that no system of society or industry was permanent and immutable : they must change as the wheel of evolution moved round ; any attempt to check the change resulted in re-action, and sometimes revolution : (*b*) that no permanent and lasting good ever accrued to the workers of any country as the result of violent change. All great reforms had been steady improvements from within, rather than measures enforced from without. To-day the employers were in the minority and the workers were the people who would make the decisions, and they could only do that according to their education. At present they were not equipped to shoulder their responsibilities, and it was necessary that education should progress and extend as quickly as possible.

To that end there existed in Birmingham an organisation known as the National Alliance of Employers and Employed ; it had an Executive Committee consisting of twenty-two men representing employers and a similar number representing Labour, no less than eighteen of the latter being elected by district committees of unions. Last year that body, in conjunction with the University, undertook the education of a certain number of people on the lines mentioned. The unions were asked to nominate suitable men for education in the university, the training consisting of a year's course in economics, industrial history, the principles of taxation, elocution, and public speaking. In the second year there were twenty-two vacancies, and the trade unions nominated over one hundred and thirty members ; from this it would be noted that the confidence of the unions had been secured by the N.A.E.E. The Alliance were now accepting nomination from employers, providing that they were endorsed by a union.

The two chief objects of the organisation were to equip those people to lecture in the open air to workers on the great industrial, social, and economic problems of the day, and trust them to give a fair and unbiassed statement of facts. Secondly, to equip them to act as leaders of study circles in big works, and works committees, etc. There were to-day twenty or thirty working men and women taking a year's course in economics ; they did not pretend that one year's course would teach them all there was to know about economics, but the object was rather to impress just how little they knew of an enormous subject, and to encourage them to proceed to the university and take a further advanced course.

Mr. Dickens then gave details of the number of men and women who had taken a one or three years' university course, and were conducting study circles, lecturing in the open air, etc. He showed how from sixteen who went to the university in the first year, the numbers had grown until next winter there would be no less than six hundred and fifty men and women benefitting in some way from the work of the organization, in study circles, universities, etc., etc. It was interesting to know that there were six study circles in Walsall and two in Redditch, each composed of twenty-five people, in addition to those in Birmingham and district. Testimony had been received both from employers and trade union officials of satisfactory results obtained through the work, and both parties were satisfied that the organisation was operating on the right lines.

In conclusion, Mr. Dickens sounded this note of warning. When the working people had been educated and equipped to accept their responsibilities in industry, and as citizens, they would demand to be accepted in industry in their rightful capacity, as joint partners, and not underlings. They would want a fair share of control of some kind. They would be better men for carrying some responsibility, and when they were accepted as comrades in industry, he felt they would be justified in saying that the wheel of evolution had made another cycle, and that old England would be well on the way to lead the nations of the world in industrial peace and economic progress. (Loud applause.)

The Chairman said the object of the series of lectures given at the Efficiency Exhibition was to help forward the purpose for which the exhibition was held, namely, increased efficiency in business methods. He felt sure all would agree that Mr. Dickens' lecture had given them a great deal to think about, and the more they thought of it the better prepared they would be for what the future held in store. A hearty vote of thanks was then accorded to Mr. Dickens for his able and lucid address.

Mr. Dickens, in acknowledging the thanks, said that if anyone present was interested in the scheme he would be only too happy to be at their disposal at the offices of the N.A.E.E., 105, Colmore Row, Birmingham.

"Scientific Studies of Manual Work."

The National Alliance of Employers and Employed stands for co-operation in facing the problems of industry and it has actively interested itself in educaional problems. It is therefore quite in acordance with its general policy that it had arranged to invite Dr. R. S. Hutton to give a general account of some recent work on applying scientific methods to the organisation of works processes and to vocational training.

As an introduction, the economic importance of health, feeding, and working environment were dealt with. The

spread of the " Welfare " movement was briefly referred to, and the provision of organised medical and dental services in connection with all works was stated to be a really sound investment.

In sketching an outline of the scope of science when applied to the study of human occupations, stress was laid upon the necessity for frank co-operation between labour and management, and a plea was put forward for utilising the agencies which had been founded for such investigations—the Industrial Fatigue Research Board for general problems affecting a whole branch of industry and the Institute of Industrial Psychology for more special studies in individual works.

The waste or inefficiency which exists in almost every branch of industry is only capable of being fully exposed by the observations and studies of expert investigators. Both employers and employed often fear such exposure when the subject is looked at narrowly, but examples were given to show how much advantage could be gained by both sides by a frank and co-operative study. The main causes of wasted effort, of lost time, and of irksome tasks, can in this way be brought to light. More often than not these are shown to consist of hindrances which the management can readily put rightly slight modifications of equipment or organisation.

The relation of the earlier unsuccessful movement of " scientific management " to the present principles of industrial psychology was clearly brought out. Whereas the former often confined itself to finding the *speediest* way of performing an operation, the latter is much more concerned with arriving at the *easiest* way, and in preventing wasted effort and unnecessary fatigue.

Many examples were given, from an investigation on metal polishing, of the application of time and motion study in increasing outpt. `After such studies it is often possible to construct a training scheme by which apprentices learn with remarkable ease the different stages of their handicraft.

The importance of simple movements and their rhythm was referred to; it being suggested that just as our schools by " Eurythmics " are turning out of clumsy and gawky children classes which exhibit an almost Greek harmony of movement, so motion study and training may give to the worker a pleasurable thrill of rhythm throughout the daily task in place of the tiring grind it had previously appeared.

Above all, the lecturer emphasised the common interest of both employers and employed in such investigations, which should be approached with the full co-operative support of both sides.

Property Tax Re-Assessment.

Increased Revenue of £7,500,000 a Year.

Mr. Baldwin, in Parliamentary papers, says a general re-assessment of the value of lands and buildings for purposes of income tax, Schedule A, for the year 1923-1924 is proceeding, and its total result will be an increase of revenue at a rate approximately of £7,500,000 per annum.

Parliamentary Notes.

Merchandise Marks.—The President of the Board of Trade, in reply to Mr. Hannon, said it was not proposed to introduce the Merchandise Marks Bill before Christmas. (27th November, 1922).

Workmen's Compensation.—Replying to Mr. Edwards and Mr. John Guest, the Home Secretary said the question of legislation for the purpose of amending the Workmen's Compensation Act would be very carefully considered by the Government, but he was not in a position to make any statement on the matter. (27th November, 1922).

Safeguarding of Industries Act.—Mr. Baldwin, Chancellor of the Exchequer (Bewdley, U.), informed Major Mackenzie Wood (Aberdeen, Central, L.) that the amounts of duty collected under Part II. of the Safeguarding of Industries Act, up to the 24th inst., in respect of the various classes of articles included in the Orders made thereunder were:—Fabric gloves, £50,695; domestic glassware, £995; illuminating glassware, £3,599; domestic hollow-ware, £8,370; mantles for incandescent lighting, £35 (Laughter.); total, £63,694. The Order under Part II. of the Safeguarding of Industries Act in respect of all the above commodities, except incandescent gas mantles, was dated August 8th, 1922; that in respect of incandescent gas mantles was dated October 9th, 1922. (27th November, 1922).

Agriculture. Proposed Committee of Inquiry.—Replying to questions from Mr. Hurd (Somerset, Frome, U.), Mr. Shinwell (Linlithgow, E., Lab.), Mr. Pennefather (Kirkdale, U.), and Major Kelley (Rotherham, U.), Sir R. Sanders, Minister of Agriculture (Somerset, Bridgewater, U.), said:—I am proposing to appoint a Departmental Committee to inquire into the methods and cost of selling and distributing agricultural, horticultural, and dairy produce, and to consider whether, and, if so, by what means, the disparity between the price secured by the producer and that paid by the consumer may be diminished. (Hear, hear). The matter is one of great complexity, and I think an inquiry by means of a Departmental Committee is more likely to lead to useful results than if it were made by a Select Committee of this House. The exact terms of reference and the composition of the Committee will be announced with as little delay as possible. (27th November, 1922).

Mexico and British Creditors.—In answer to Mr. A. M. Samuel (Farnham, U.), who asked whether he had any information as to a proposal of the Mexican Government to honour their national obligations to British creditors in respect to Mexican Government securities issued before 1910, Mr. R. McNeill replied:—His Majesty's Government are informed that an agreement was made on June 16th last between the Mexican Government and an international bankers' committee providing for the readjustment of Mexican Government obligations and the resumption of payments by the Mexican Government on an agreed basis. The first payments under this arrangement are due to be made during the year 1923. The agreement has been approved by the Mexican Congress.

Mr. Samuel: Has that agreement been ratified?—

Mr. McNeill: Yes, I understand that it has. (27th November, 1922).

Inland Telegrams.—Replying to Sir H. Brittain, the Postmaster-General states that during 1913-14, when the telegram rate was 6d., the number of telegrams averaged about 6,000,000 a month. During 1921-22, at the 1s. rate, the average was about 5,000,000. Seeing that even with a 1s. tariff there is a considerable loss, he could hold out no hope of a return to the 6d. rate in the near future. (28th November, 1922).

The Visa on Passports.—Mr. McNeill, Under-Secretary for Foreign Affairs (Canterbury, U.), replying to Sir H. Brittain (Middlesex, Acton, U.), said that France, Belgium, and Luxemburg now reciprocated with Great Britain in the mutual abolition of the *visa* on passports. The Swiss Government had so far concluded no reciprocal arrangement with his Majesty's Government, but they admitted British subjects, other than those proceeding for employment or permanent residence into Switzerland without requirement of a Swiss *visa*. His Majesty's Government had submitted proposals for the mutual abolition of *visas* to certain other foreign Governments, with whom negotiations were still proceeding. (28th November, 1922).

Excess Profits Duty.—Replying to Mr. Hannon, the Chancellor of the Exchequer said that the gross receipts of Excess Profits Duty (including Munition Levy) from 1st April to 31st October, 1922, were £33,471,000, and the repayments £34,635,000. (30th November, 1922).

Abolition of Ministry of Transport.—In answer to Sir J. Cory (Cardiff, S., U.), who asked whether the Prime Minister would consider the desirability of appointing a Select Committee to report on the Government Departments which could be abolished or merged,

Mr. Bonar Law said: The question is already engaging the attention of the Government, and every effort is being made, and will continue to be made, to secure further economy in this direction.

Captain Wedgwood Benn (Leith, L.): May I ask the right hon. gentleman whether he is considering the question of abolishing the Ministry of Transport?

Mr. Bonar Law: Oh, yes; it has been arranged that it is to be abolished at a definite time, and we are considering whether it can be hastened. (30th November, 1922).

Report on Swiss Industry and Commerce for 1921.

The Administrative Committee of the Swiss Commercial and Industrial Union, Zurich, issues every year a general report on the above. That for the past year (of about 450 pages) has just been issued; as, in the past, it contains a full account of the economic life of Switzerland during 1921, and furnishes full material in all directions for those who, more particularly abroad, are desirous of making themselves acquainted with the commercial and industrial activity of the country. The report for 1921 is of special interest, inasmuch as it clearly shows the effect on land of the general economic crisis during the period covered by it.

Following the same plan as the previous volumes, it commences with the statistical tables which, as introduction and in a condensed form, furnish numerous particulars relating to Swiss economic conditions—populations, professions, resources, cost of living, foreign trade, customs, banks, insurance, public companies and finance, etc., etc.

Its second portion, very much more detailed, reviews in forty chapters the various branches of commerce and industry. At the head of each chapter will be found an extract from the official Swiss Journal of Commerce, giving the export and import figures of the particular trade or industry in question. These tables afford detailed information on the relations of Switzerland with other countries, and being repeated year by year thus enable the movements of Switzerland's exterior to be compared with successive years. Numerous comparative figures on production, wages, prices, etc., are also given, and special attention is devoted to banking and insurance concerns, and general finance. Special chapters are also devoted to the subject of commercial and professional training in Switzerland, as well as to markets, fairs and information bureaux.

The report can be obtained (in French or German) on application to the Secretary, Union Suisse du Commerce et de l'Industrie, Zurich, Switzerland, price 9 francs (Swiss) plus postage.

Australian Industries Preservation Act.

Information has been received to the effect that protection under Section 9 of the Industries Preservation Act will not be applied, unless application is made by the British interests affected. Applications must contain full information, especially regarding the Home Consumption Value of similar British goods. The following goods are already dutiable under Section 9 (German) dolls, pianos, 4711 Eau de Cologne 2 oz. size. Fancy leather purses invoiced at 7s. 6d. and under, mechanical toys, cotton gloves, dairy thermometers, motor chassis. (Belgian) brushware. (Austrian) press studs.

An Act, operating from the 10th October, has been passed to amend the Customs Act, which provides, *inter alia*, that duty on goods subject to an *ad val.* rate is to be based on the domestic value in the country of export or the price f.o.b. paid by the Australian importer, whichever is the highest. Hitherto, *ad val.* duty has been based on the domestic value, whether higher or lower than the export price.

The Industries Preservation Act has also been amended, principally as follows:—

Section 8.—Fixed duties are to apply instead of the present 75 per cent. *ad val.*, in cases where the currency of the country of origin has depreciated to less than one-twelfth of its normal value. The fixed duty is the sum representing the difference between (a) the landed cost in warehouse in Australia of the imported article, including duty calculated in accordance with the Customs Act, plus percentage of profit to be determined by the Minister after enquiry and report by the Tariff Board, and (b) the Australian wholesale price of similar goods of Australian manufacture. The amended Section 8

also provides that the value on which ordinary duty is calculated shall be the usual value for duty, plus the amount of the dumping duty. As to goods dutiable other than *ad val.*, where the dumping exchange duty is chargeable there shall be added to the ordinary uty an impost equal to one fifth of that ordinary duty.

Section 9.—This Section has been amended to provide that the value on which the ordinary duty is calculated shall be the usual value for duty plus the amount of the dumping duty.

Section 12.—The second paragraph of this Section has been deleted and a provision substituted that Sections 8 and 9 shall not apply to the same goods.

Abolition of Greek Consortium.

The Secretary of the British Chamber of Commerce for Athens has forwarded to the Birmingham Chamber of Commerce a Precis of the Decree in which the Greek Consortium had been rescinded.

The Decree was published in the *Official Gazette* of the 20th September, and states :—

Article 1 of the Decree provides that all foreign exchange obtained from the export of currants, tobacco, oil and figs shall be paid to the Greek Government through the National Bank of Greece at a rate to be determined daily, except Sundays and holidays, by a Commission composed of the Ministers of National Economy and Finance and the Governor of the Bank, or by representatives nominated by them. The Consortium thus reserves the exchange resulting from the export of the four principal national products, viz., currants, tobacco, oil and figs, in order that the State may have at its disposal the exchange necessary for the payment of wheat, flour, coal, sulphur, monopolies, etc., and for the service of the National Debt and the Gold Loans. Moreover, all discounting houses or banking houses undertaking exchange operations shall transfer daily to the Greek Government, also through the National Bank of Greece, 15 per cent. of all foreign exchange bought on the open market against payment by National Bank of its equivalent in dracmae according to the rate of purchase of that day. Every evening the discounting houses shall submit to the National Bank a detailed statement of their purchases.

Article 5 of the new Decree forbids all credit transaction on account in any foreign exchange, on foreign securities as well as on all Greek Gold Loans.

Advances or loans on foreign money or exchange are also prohibited.

Article 7 states that all bank deposits in foreign exchange shall be paid out at the day's rate on the open market.

With regard to the sale of exchange, according to *Article* 8, banks and private bankers are obliged to sell freely to merchants, manufacturers, agriculturists and private persons, on production of the necessary documents, exchange bought by such houses on the open market.

In other words, exchange transactions, with the exception of the above-mentioned restrictions, are absolutely free. Consequently, Greek importers will no longer have difficulty in obtaining the exchange necessary for the payment of goods and drafts obtained from abroad.

Moreover, the import and export of drachmae being now permitted, persons living abroad can dispose of their drachmae held by the Greek Banks by cheque.

These are, on broad lines, the principal provisions of the new Decree.

Ecuadorean Rates of Exchange.

The Birmingham Chamber of Commerce has been advised by the Department of Overseas Trade that the Government of Ecuador, which recently repealed the decree regulating exchange has again imposed a state monopoly on drafts, together with the consequence control of foreign exchange, operations and exports.

It is understood that a commission has been appointed to control the distribution of export drafts, and "official" exchange rates were fixed at 17.91 sucres to the £ sterling and 3.80 sucres to the U.S.A. dollar, the commission to be the sole seller.

The British Cast Iron Research Association.

The Council have appointed Dr. Percy Longmuir, of Sheffield, as the permanent Director of Research to the Association. Dr. Longmuir has had a very exceptional experience in practical Foundry work, and the Council consider that his appointment will be of the greatest benefit to the Members of the Association. Dr. Longmuir commenced his work on November 1st.

Progress of Research Work in Hand.

No. 2.—Moulding Sands Research.—Samples of Standard Foundry Sands have been collected, and are being tested with a view of advising makers as to the suitability of different grades of sands for particular classes of work. The report fully detailing these tests is nearly completed.

Refractories Research.—It has been decided to commence the first Joint Research with the Refractories Research Association on Canisters, for cupola repairs and hearth linings, and arrangements are well in hand with the work.

No. 3.—Motor Car and Internal Combustion Cylinder Castings Research.—Further Cylinder Castings have been examined and tested, and defects and causes of same investigated. Approved design castings will shortly be made for testing.

No. 7.—Malleable Casting Specification.—The Committee are obtaining further data preparatory to research work being carried out. A Specification has been drawn up at the request of the Admiralty for Malleable Testing. This can be seen at The Association Bureau.

No. 8.—Shrinking Defects Research.—Several experimental castings have been made in the Foundry, and

extensive tests are being carried out from which very valuable data and interesting results are being obtained in connection with "draws and shrink" holes in castings. These will be given in an interim report.

Cast Iron Moulds for Die Casting.—The Association is taking an active interest in the proposed Die Casting Research, about to be carried out by the Non-Ferrous Research Association, so as to be in a position to advise upon the Cast Iron for the Moulds required.

Cast Iron Moulds for the Glass Bottle Trade.—The Association are about to carry out an investigation in these Moulds, as it is considered it will open out a new avenue of trade for the Cast Iron Industry. A report upon this will be sent to all Members.

Wearing Properties of Cast Iron for Brake Blocks.—The Association are investigating this important matter. From the reports received there is no doubt that considerable assistance is required by the Industry, at present there is no reliable information on the subject.

Bulletin (Research) No. 2.—This is well in hand, and will be issued very shortly to the Members.

Problems sent in by Members.

It is very gratifying to see that Members are increasingly anxious to obtain the assistance of the Director in connection with their difficulties. Members are continually acknowledging the great value such assistance has been to them. The solution and investigation of many of the Problems sent in have provided very valuable data and information towards the large Researches in hand. The following Problems have been reported upon during the past month, and will be published in the Bulletin :—

No. 144.—Cast Iron Moulds for Rubber Tyre Manufacture.
No. 145.—Defects in Cylinder Castings.
No. 146.—Cupola Practice.
No. 147.—Defective Fly Wheel Castings.
No. 148.—"Pitted" Flat Castings
No. 149.—Loam mixture for Acid Pot Castings.
No. 150.—Grey Iron Gear Wheel Castings.
No. 151.—Air Furnaces for Chill Roll Making.

The Bureau and Library Department.

Several new books have been added to the Library during the past month. The "Intelligence Service" of the Bureau is being very much used by Members and data and information on specific foundry problems have been applied for and supplied. Members are reminded that they can borrow books from the Library, which now contains over 400 volumes.

The first Bureau Bulletin will shortly be issued to Members and Associates containing Technical Abstracts and other Foundry data.

The Library Catalogue is also being issued at an early date to all Members and Associates.

Membership.

During the past month seven Foundries joined the Association. It is hoped that the Membership will now very materially increase. The appointment of Dr. Longmuir as Director will, without doubt, enable the larger Research Work to be pushed forward, but the amount of work which can be put in hand depends entirely upon the support given by the Industry. Foundry Proprietors should therefore seriously consider as to whether they can afford to be deprived of the assistance which the Association is now giving to those Foundries who are Members.

Annual Meeting.

The Annual Meeting of the Association will be held in November, when some important alterations in the rate of Subscription will be made. The election of the Council will also take place, under the new scheme arranged, the new Council will be representative of every Foundry district. The country has been plotted into 16 districts, each area sending one Member to the Council for every 100 Foundries in that area. This will broaden out the interest in the Association and give each part of the country a direct voice in its management.

Railway Manager's Views on Grouping.

In proposing the toast of "The County Borough, Port and Trade of Swansea," at the annual banquet of the Swansea Chamber of Commerce on Friday, November 24th, Mr. Felix J. C. Pole, General Manager of the Great Western Railway, referred to the present railway position. The policy of grouping the railways would have the effect of reducing the number of companies from about 200 to four; all the companies except the Great Western were to be wound up, and early in the New Year all the old familiar names would have disappeared except that of the Great Western Railway.

Whatever view might be held as to the policy of grouping, it was certain that the situation in which the railways found themselves after seven years of Government control called for drastic treatment. In 1913, the last complete year before Government control, the total expenditure was 75 millions. By the year 1918 it had risen to 131 millions, and in 1920, the last complete year of control, to 228 millions. Moreover, at that time, costs were still rising. By far the largest part of that enormous increase of expenditure was due to wages concessions, and the introduction of the eight-hour day. The Government were forced to make railway receipts balance the expenditure, and his hearers were aware of the extent to which railway rates had been advanced at one bound in January, 1920.

In his opinion, the Government lost a great opportunity of raising money when they failed to advance railway rates concurrently with the growth of expenditure during the years 1916-20. They might have secured many millions to the relief of taxation, and, incidentally, have demonstrated that the bargain with the railways was an exceedingly good one for the State.

After the war, rates were advanced, but the growth of expenditure had been so great that the Government recognised that something drastic had to be done. The policy of grouping was therefore adopted "to enable economies to be effected." Only on the basis of their working efficiently and economically were the

companies to be secured a modest return on the capital invested in them, the basis being the net receipts for the year 1913.

As regards labour, machinery had been provided for enabling the men and the officers and directors to meet together to discuss matters in which they were mutually interested; and, incidentally, he hoped that they had seen the last of strikes in the railway world.

Finally, the trader, who had to "pay the piper," had been given a new tribunal, to which he could appeal in regard to railway rates, and which had to fix standard charges.

To-day, despite reductions of both items, railway expenditure and railway rates were still too high. The Great Western and other railways believed in the principle of a good day's pay for a good day's work: but they also realised that no industry could prosper without paying at least a modest dividend to the proprietors, while the price of any commodity was limited to its commercial value.

Under the railways Act railway companies were limited in the profit they could make, and it followed that any excess could only be divided between the traders and the employees. Each of those parties was therefore interested in the welfare of the railways; the traders because the more traffic they put on the railways, the lower would be the rates and charges, and the staff, because, only by more efficient and economical working would the railways be able to pay higher wages than they did before the war. In short, there was a mutuality of interest between the companies, the traders and the men such as had never existed before, and he was most sanguine that this mutuality of interest, coupled with the formation of the Great Western Group, and all that that entailed, would be of the utmost benefit to the trade and commerce of the town and port of Swansea. The directors had already voted over £250,000 to provide a new station, and they had responded to the invitation to take over the docks.—(*Railway News.*)

Railway Notices.

The attention of members is directed to the additional facilities available to them through the new Transport Section set up in connection with the Chamber. As hitherto, questions of general interest will be undertaken free on behalf of members, but in addition to these it will now be possible to undertake individual assistance in respect of such questions as :—

(*a*) The reasonableness of charges and questions of preference.

(*b*) Rates analyses and mileage particulars.

(*c*) Difficulties in connection with claims and disputes.

(*d*) Siding agreements and all questions of rebates.

(*e*) Checking of railway accounts.

(*f*) And special interviews by arrangement.

For exceptional and individual services the Council have fixed the following schedule of charges :—

For the first ¼-hour	.. ..	**Free.**
Beyond that time	.. ..	**10s. per hour.**
	(Minimum)	**5s. 0d.**
For checking railway accounts		**By estimate, in accordance with the work involved.**

Birmingham Chamber of Commerce Ex-Officers, Etc., Interviewing Board.

This Board interviews, advises and endeavours to place ex-officers and men of like qualifications sent to it by the Appointments Department, Ministry of Labour. The applicants are generally men who prior to the war held responsible positions, and now, owing to adverse conditions, find themselves without situations. If firms who are members of the Chamber will send particulars of any vacancies from time to time they may have to the Secretary or to Capt. A. H. Chovil, chairman of the Interviewing Board, candidates will be interviewed by the Board and likely applicants and their qualifications passed on to the enquiring firm for final selection.

Reduction of Railway Rates.

On and from 1st December, 1922, the Railway Companies of Great Britain reduced the rates on the undermentioned traffics conveyed by Merchandise Trains, and that as from that date the rates in operation on 14th January, 1920 (except rates operating for specific periods, which periods have expired since 14th January, 1920, or rates which are in force under terms of special agreements), published in the books required by Act of Parliament to be kept for public inspection, will be subject to the modified increases shown below :—

Description of Merchandise &c.	Rates to be Charged. The rates in operation on 14th January, 1920 (subject to the exceptions referred to above), with the undermentioned modified additions thereto:—
(1) *Coal, Coke and Patent Fuel for Blast Furnaces and Steel Works.*	Percentage increase to remain at 60 per cent. Flat rate to remain at 2d. per ton. Maximum addition of 3s. per ton (where now applicable) to be reduced to 2s. per ton.
(2) *The following traffics in Class "A" of the General Railway Classification :—*	
Iron Ore, Ironstone & Limestone	Percentage increase to be reduced from 50 per cent. to 40 per cent.
Burnt Iron	
Pyrites	
Cinders	
Hammer Scale	
Manganiferous Iron Ore & Mill Cinder	
Mill Scale	
Puddle Tap	
Purple Ore	
For Blast Furnaces Steel Works	Flat rate to remain at 2d. per ton. Maximum addition to be reduced from 2s. per ton to 1s. per ton. Subject to provisions of Clause 5 hereof.

(3) *The following traffics in Class "B" of the General Railway Classification :—*

Iron & Steel Ferro Silicon Silico Manganese Chrome Iron Ore, Manganese Ore Lime for Iron and Steel Making Basic Material Burnt Limestone Calcined Dolomite Limestone	For Blast Furnaces and Steel Works	Percentage increase to be reduced from 75 per cent to 60 per cent. Flat rate to remain at 3d. per ton. Maximum addition to be reduced from 6s. per ton to 4s. per ton.

(4) *Iron and Steel in Class "C" of the General Railway Classification.*

The rates in operation on 14th January, 1920 (subject to the exceptions referred to above), with the undermentioned modified additions thereto :—

- Percentage increase to be reduced from 75 per cent. to 60 per cent.
- Flat rate to remain at 4d. per ton. Increase to be limited to a maximum of 8s. per ton.

Note.—The existing Cartage Surcharges remain unaltered.

(5) (*a*) The charge for Wagon Hire, when not included in the conveyance rate, will remain unaltered.

(*b*) In the case of rates for Iron Ore, Ironstone and Limestone, Burnt Iron Pyrites, Cinders, Hammer Scale, Manganiferous Iron Ore, Mill Cinder, Mill Scale, Puddle Tap, and Purple Ore for Blast Furnaces and Steel Works, the charge for Wagon Hire, whether recorded separately or included in a Company's Wagon Rate, will be subjected to the present increase, viz., 100 per cent. The maximum addition of 1s. per ton (where applicable will accordingly be added to the Company's Wagon Rate less the amount included therein for Wagon Hire, and the Wagon Hire plus 100 per cent.) will be added thereto.

(6) If the modified increased Rate includes a fraction of one penny the fraction if less than one half-penny will not be charged, but if the fraction amounts to one half-penny but is less than one penny, it will be charged as one penny.

(7) The rates charged will apply with the same conditions as the existing rates.

(8) These modifications do not apply to traffic to, from, or between places in Ireland, and the Isle of Man.

Trade Enquiries.

(1) Export manager, with over 25 years' experience, is prepared to undertake similar position with merchant or manufacturer.

(1A) Responsible clerical appointment desired in export or import department of manufacturers, or merchants' office. Good knowledge of Spanish.

(2) Englishman in Sao Paulo (Brazil) is anxious to get into touch with manufacturers of hardware, photo materials, scents, soaps, etc.

(3) English house in Calcutta desires to get into touch with first-class house for brass, copper, antimony, lead, etc., to act as sole agents.

(4) London firm are anxious to represent Birmingham and district manufacturers.

(5) Wholesale firm, dealing with mining supplies at Broken Hill, N.S.W., are anxious to obtain sole agencies for above for Australia and New Zealand.

(6) Englishman, with considerable experience in Far East, including Dutch East Indies, Straits, Ceylon, F.M.I., and China, is desirous of acting as travelling representative for those countries.

(7) Young Englishman, with large experience of Indian market, desires to act as representative for Birmingham firms of good repute.

(8) Gentleman, with wide experience of local trades, is open to represent good house.

(9) General commission agent in Syria, Palestine, and Egypt, desires to represent manufacturers of motors, engines, agricultural implements, threshing machines, textiles, and Colonial goods, etc. : 22 years' experience.

(10) Englishman in New Zealand desires to obtain agencies for that market.

(11) Agent in Johannesburg is open to represent manufacturers of locks and cylinder latches in South Africa.

(12) Firm of exporters in Iceland are anxious to get into touch with manufacturers desirous to open up in that market.

Special Trade Inquiries.

(1) Midland firm have an opening for a representative in Black Country and districts outside Birmingham, with thorough knowledge of scrap iron and steel trades, must be in intimate touch with makers of this class of scrap. Apply to this journal.

(2) Birmingham house is anxious to get into touch with consumers of gunmetal, ingots and scrap brass borings, old brass, and old steel loco. tubes, firebox copper scrap, scrap copper pipes.

(3) London firm are desirous to appoint an agent in Birmingham and districts for the sale of real bronze statues (signed), miniature hand-painted on ivory,

silver-mounted pendants, brooches, hand-painted on ivory, silver-mounted, note-books, in leather, cloth silk and paste board.

(4) Midland firm are desirous of appointing an agent on a commission basis for the sale of their electric light fittings and general cast brassfoundry, for South Wales. They are also open to appoint agents for the Midlands and West of England, respectively.

(5) Manufacturers of Russian caramels and specialities are desirous of appointing an agent for Birmingham and district.

(6) French firm of oil exporters are desirous to appoint an agent for England.

(7) Agent in Bruxelles (Belgium) is desirous to appoint a sub-agent for the sale of cork (for insulation) purposes. He also wishes to appoint a sub-agent for chocolate and sweet making machinery.

Correspondence.

The Editor.
BIRMINGHAM CHAMBER OF COMMERCE JOURNAL,
New Street,
Birmingham.

DEAR SIR,—In your issue of October 16th, we notice a letter from the Controller of the Clearing House (Enemy Debts), in which he states that all claims outstanding are being settled immediately the debts are substantiated by the creditors. We should like to tell our experience in this connection.

Soon after the war started our goods in Northern France were either confiscated or destroyed by the German armies, and our Agents were sent into captivity. The same thing happened in Austria and in Turkey. Altogether we have claims against the enemy amounting to £13,000. We have endeavoured to prosecute these claims, but so far without any success. Our claims for damages in France, after being held in London for some two years, were transferred to the French authorities, and that is the last we have heard of them.

Our claims against Austria have been criticised by our own authorities on the ground that we were claiming for royalties due to us during the war on manufactures which were carried on by our Austrian representatives. But this is only a portion of our claim, and the balance of the claim seems to be ignored.

Our claims against Turkey have not even received consideration beyond the receipt of a letter saying that they will have attention.

In the meantime the Public Trustee has instructed his Solicitors to collect from us a claim of some £400 on behalf of a certain German firm, and we are told that unless we pay a suit will be brought.

Our own experience is that the Government have been far more solicitous of collecting debts from their own people on behalf of German citizens than they have been in prosecuting the British claims against the enemy.

One of the minor officials, when discussing the question with the writer, admitted that if we had been a German firm with claims against British firms, we should stand a far better chance of having our claims collected by the British officials than we have as British citizens with claims against enemy countries. However, this is merely one further illustration of the pro-German attitude of the present Coalition Government since it came into power.

Yours faithfully,
The Kitson Engineering Co. (London), Ltd.
ARTHUR KITSON,
Managing Director.

Stamford, Lincs.,
19th October, 1922.

Reviews of Books.

THE SHIPPING TRADE INDEX. (The Shipping Trade Index Ltd., 89, Corporation Street, Birmingham. pp. 407, and American Section pp. 73. Price 21s. net.)

Indexed like a ledger, this compendious volume contains an alphabetical list of the various trades and businesses connected with shipping, including shipowners, shipbuilders and repairers, coal exporters and bunkering contractors, shipping and forwarding agents, marine insurance companies, etc., etc. It also contains a vocabulary giving concise definitions of a large number of the principal terms and expressions used in the shipping trades; an introduction dealing with the shipping trade in coal; official lists of Committees connected with Lloyds; lists of surveyors; and for the first time an American Section.

BRITAIN'S DECLINE—HER ECONOMIC DISORDER AND ITS ONLY REMEDY. By John W. Lea. (Cornish Bros., Ltd., New Street, Birmingham. pp. 79, price 1s. net.)

We welcome this reprint of four articles contributed by Mr. Lea to the *Economic Journal* and to the *Birmingham Post*, between 1912 and the present year. In the former the author traces the depreciation in important groups of Home investments as compared with Foreign and Colonial investments. These articles are illustrated by comprehensive tables and diagrams and deserve close study, as do the articles reprinted from the *Post* and the two appendices dealing with "Problems of the Exchanges" and "Output and Wages at Home and Abroad."

COST ACCOUNTS FOR THE METAL INDUSTRY." By H. E. Parkes, M.Com., A.C.W.A., Sir Isaac Pitman & Son, Ltd., Parker Street, Kingsway, London. pp. 142, price 10s. 6d. net.

The keeping of proper costing accounts has always been of importance to the manufacturer desirous of maintaining his position in the markets at home and abroad. The need, however, has been greatly accentuated during the past few years and accurate costing is now, or should be, regarded as indispensable in every up-to-date business. Many books on cost accounts have been published, but so far there is little or no literature available on the subject so far as it relates to the metal industry. In endeavouring to fill this gap, the author does not claim to give an exhaustive analysis of a hard and fast or empirical system, but makes a

practical attempt to illustrate the application of accepted principles to the trade in question. Having been on the Executive Staff of several of the leading firms in the trade, and sat on special Costing Committees appointed by Trade Associations, the author has had exceptional opportunities of knowing that where attention is focussed on the minute intricacies peculiar to an industry rather than the broad simple outlines of Wages, Stores, Outputs, Prime Costs, etc., firms which are not prepared to expend money on an elaborate cost system simply will not bother to investigate a voluminous treatise. This volume will repay study by manufacturers themselves and by members of their staff who have to deal with costings.

"Alcohol in Commerce and Industry." By C. Simmonds, O.B.E., B.Sc., F.I.C., F.C.S. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, W.C.2), pp. 119, price 3s. net.

This interesting and useful book belongs to Pitman's well-known series. While the work was passing through the Press, the author unfortunately died, but a colleague completed the revision, making certain slight amendments and additions rendered necessary by current events and including, in the author's tables, the last published returns.

Mr. Simmonds had exceptional experience of the application of alcohol to commercial and scientific uses, and his wide and precise knowledge of the subject is effectively shown in this book, which may be regarded as a useful and reliable introduction to a knowledge of the part played by alcohol in industry and commerce.

"Sparking Plugs." By A. P. Young, O.B.E., M.I.E.E., M.I.A.E., and H. Warren, A.M.I.E.E., A.M.I.A.E. (Sir Isaac Pitman & Sons, Parker Street, Kingsway, London, W.C.2), pp. 102, price 2s. 6d. net.

This book belongs to Pitman's Technical Primer series, and deals with the general principles of electric ignition—the design and construction of sparking plugs, sparking electrodes, sparking voltages, the design and production of insulators; standard designs of automobile and aero plugs and testing devices. It is an original treatment of theory and practice for students, designers and users of ignition devices.

The history of sparking plugs is reviewed briefly, and the general principles of electric ignition are discussed. The subject is treated in a practical manner, and the book will provide the student with a handy survey of the subject dealt with.

"Secretarial Work and Practice." By Alfred Nixon, F.C.A., F.S.A.A., F.C.I.S., and George H. Richardson, A.S.A.A., F.C.I.S. (Longmans, Green & Co., 13, Paternoster Row, London, E.C.4), pp. 218, price 6s. net.

This book belongs to Longman's Commercial Series, and is a new and revised edition. Opening with a chapter on Secretarial duties and responsibilities, followed by another on office work and organisation, the volume deals in successive chapters with the secretarial work of a limited company from its registration and incorporation, concluding with a chapter on windings-up and reconstruction. The volume concludes with 100 questions selected from the intermediate and final examination of the Chartered Institute of Secretaries, questions set in 1909, 1910, and 1913 for the Diploma Examination in Secretarial Work at the Manchester School of Commerce, and questions set in Secretarial work and practice at the 1910-1913 Examination of the Midland Union of Institutes.

"Incandescent Lighting." By S. I. Levy, B.A. (Cantab.), B.Sc. (Lond.), F.I.C. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2). 3s. net.

The subject of incandescent lighting is itself extensive, and is closely related to several others of great interest. The treatment of the subject in this publication is concise and selective. Attention has been given primarily to the mining and treatment of monazite, and the manufacture of the mantle, and a special effort has been made to bring the whole subject under review, and to describe and compare the different methods of lighting now in use. The comparative treatment has been historical as well as general, and deals particularly with considerations of cost and of efficiency from the energy point of view.

"Lubrication and Lubricants." By J. H. Hyde, A.M.Inst.C.E., A.M.I.Mech.E., M.I.A.E. (Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2). 2s. 6d. net.

This publication is a concise treatise on the theory and practice of lubrication; the physical, chemical and mechanical properties, and testing of liquid and solid lubricants, and will be found a compact work of extreme usefulness and interest to engineers and chemists.

Catalogues Received.

(1). We have received a new catalogue just issued by Messrs. Tangyes, Limited, giving particulars of their latest pattern heavy oil engines (cold starting type), suitable for use with residual oils, fuel oils, refined oils, or arranged to use tar oils, alcohol, etc. These engines can also be made interchangeable, to consume either liquid or gaseous fuels. The catalogue contains a full description and specification of the various engines, notes on the method of selecting a heavy oil engine, and a statement of terms for Home and Colonial and foreign customers.

(2). Messrs. Hollings & Guest, Limited, have just issued their new illustrated list, No. A.101, including their latest up-to-date models of tyre presses. The catalogue illustrates their hydraulic presses and pumps, hydraulic four column tyre presses and pumps, hydraulic tyre press with slot head, tyre blocks, screw press, screw tyre expander, hydraulic stretching machine, hydraulic shrinking machine, circling rolls, hand-power bending rolls, portable hydraulic wheel-forcing press, hydraulic pump, rounding up press, shearing machine, upholstery or tufting press.

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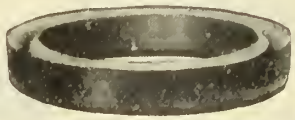
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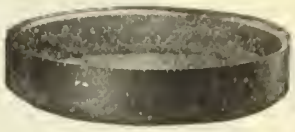
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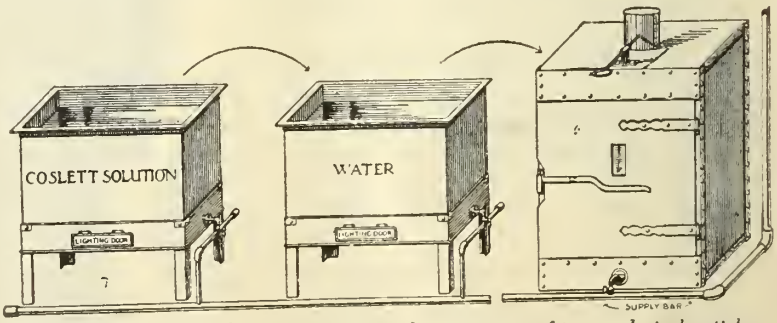
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[4]

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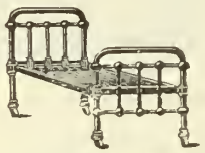


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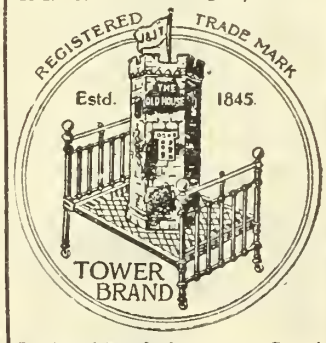
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BIRD CAGES.

A. Stokes & Co., Legge Street, Birmingham. Cen. 6572.

BITS, SPURS, STIRRUPS

R. Cooper & Sons, Ltd., 40 High Street, Aston New Town, Birmingham. Stirrup Slides, Bombillas, Bombas, Lasso Rings, Spur Chains, etc.

BITUMEN REFINERS.

W. H. Keys, Ltd., Hall End Works, West Bromwich. Tel. No. 206.

BLOW LAMP MANUFACTURERS.

Howes & Burley, Ltd., 101, Holloway Head, Birmingham. Mid. 2536.

BLOW LAMP MANUFACTURERS—*con*

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Easilit Blow Lamp Co. Ltd.

Makers of
SUPERIOR BLOW LAMPS,
Continuously Heated Burn Brands and Flame Spreaders.



WATFORD RD., KINGS NORTON
BIRMINGHAM.

Tel. No.: 58 Kings Norton.
Tel. Add.: "Easilit," Kings Norton.

BLOW PIPE MANUFACTURERS.

Eclat Manufacturing Co., 15, Galton Street, Smethwick, Birmingham. Telephone, Smethwick, 197.

BOILER SCALING TOOLS.

Frank Gilman, Wilders Drive, Warwick Road, Birmingham. Pneumatic, Electric & Water Driven.

BOLTS AND NUTS.

Abis & Co., Aston Road, Birmingham. Tel. Central 286.
Barwells Ltd., Brookfield Road, Birm. Central 2145 (3 lines). "Metals" Birm.
Baxters' Bolt, Screw & Rivet Works, 76-8 Parade, Birmingham.
Burton, Dellngpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.
Illston & Robson, Herbert Road, Birmingham. Vic. 180.
Nuts & Bolts (Darlaston), Ltd., Foster Street, Darlaston. Dar. 63.
Herbert W. Perlam, Ltd., Floodgate Street, Birm. Cen. 595 & 596.
The Portland Bolt and Nut Co., Ltd. New Spring Street, Brookfields, Birmingham. Cen. 2193
Steel and Screw Co., Ltd., Herbert Road, Small Heath. Vic. 154.
James Wiley & Sons, Ltd., Darlaston, Staffs. Darlaston 83.

BONE GRINDERS.

E. Bacon & Sons, River Street, Deritend, Birmingham. Cen. 919. Case-hardening and Agricultural.

BOOKSELLERS AND PUBLISHERS.

Cornish Brothers, Ltd., 39 New St., Birmingham. Cen. 5960.

BOOTS, SHOES & SLIPPERS.

G. Glover & Sons, Station Street, Birmingham. Mid. 2283.
Victor Drury, Bromsgrove. Tel. No. 9. Speciality, Ladies' Machine Sewn Gds

BRASS AND BRONZE RODS AND STAMPINGS AND GUN METAL INGOTS.

McKechnie Brothers, Ltd., Rotton Park Street, Birm. "McKechnie," Birmingham. Edg. 381 (4 lines).

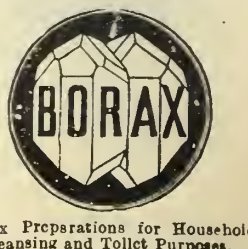
BRASS AND GUN METAL INGOTS, RODS AND STRIPS.

A. J. Croft & Co., Ltd., Holly Lane, Perry Barr, Birm. East 237. Telegrams: "Chlirod," Birm.

BORAX.

The Patent Borax Co., Ltd.,

Borax and Boracic Acid for Manufacturing Purposes.



Borax Preparations for Household Cleansing and Toilet Purposes.

Ladywood, Birmingham.

Tel.: "Borax," Birm. Tel.: Cen. 3572

BRASS COCKS AND FITTINGS.

The Aston Brass Co., Ltd., Aston Lane, Aston, Birm. East 74.
James Barwell, Ltd., 39-40 Gt. Hampton St., Birm. Cen. 2255.
T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
Sheppard, Pettigrew & Co., Garrison Lane, Birmingham. Vic. 58.
J. S. Walford & Son. Ltd., Hampton Street, Birmingham. Cen. 1587.

BRASS GAS FITTINGS MANUFACTURERS:

Sperryn & Co., Moorsom Street, Works, Birmingham. "Sperryn," Birmingham. Cen. 1237-1238.
Wm. Whitehouse & Co. Ltd., Empire Works Brueton Street, Birm. Cen. 1404. Tel. "Empire," Birm. Gas Cocks, Joints, etc. also Brackets and Pendants, etc.

BRASS INGOTS, RODS AND STRIPS.

T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Brass Ingots, Rods and Billets for forgings and extrusions. P.B, Ex Mid. 281. Tel. Add. "Specific."

BRASS WATER FITTINGS MANUFACTURERS.

Sperryn & Co., Moorsom Street Works, Birmingham. "Sperryn," Birmingham. Cen. 1237-1238.

BRASSFOUNDERS.

ALDERSON & GYDE,



Manufacturers of (Reproductions of Antique Designs)

Brass Candle Sticks, Bedroom Door Knockers, Bells, Door Porters, Sundials, Jardinieres, etc.

183, Warstone Lane, Birmingham.
'Phone: Central 2953.
EXPORT: HENRY CAMPBELL, 58, Basinghall Street, LONDON, E.C.2

P. G. Allday & Co., 117-119 Northwood Street, Birmingham. Cen. 2396.
E. Bibb & Sons, 157 Moseley Road, Birmingham. Mid. 1678. Antique Copper Curbs, Coal Boxes, Mirrors.
Bailey & Mackey, Ltd., Great Hampton Row, Birm. Cen. 2420.
G. B. Birch & Co., Cheapside, Birm. Mid. 814. Makers of Furnishing Brassfoundry, Stair Rods and Eyes.

Bodill, Parker (1922), Ltd.,

Brassfonnders (Cast and Stamped). Cabinet & General, Garden & Hose Fittings, Aviation Thimbles, &c., &c.

"BOPARK"

Trade Marks.

Makers of "Bopark" Specialities.
Albion Works,
Gt. Hampton Row, Birmingham.
"Bodills," B'ham. Cen. 2260.

Joseph Breeden & Co., Ltd., Fazeley Street, Birmingham. Cen. 1549.
James Cartland & Son, Ltd., Constitution Hill, Birmingham. Cen. 1455
James Collins (Birmingham), Ltd., Cumberland Street, Birm. Mid. 220.
Currie & Warner, Ltd., Powell Street, Birmingham. Cen. 1589.
Dutson & Co., 11 Whittall Street, Birm. Machine made. Cen. 882. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.

BRASSFOUNDERS—*continued.*

Edwards & Barnes, 237 Broad Street, Birmingham. Mid. 267.
H. H. Ellaway, 24/8 Bishop Street, Birmingham. Mid. 1318.
Fellows & Darby, Ltd., Feldar Works, Slaney St., Birm. Cen. 5921. Decorative & Metal Shop Window Fittings.
Granvilles Brassfoundry Co., Ltd., 132-135 Great Colmore Street, Birm.

Grosvenor Manufacturing Co,,
Specialists in Cabinet Brassfoundry—Castors.

ENQUIRIES  INVITED

Cabinet Ironmongers' Supplies.
Improved Brass, Rubber Tyred. Castors of every description.
Bute Works, 60, Beales Street, Aston, Birmingham.

Herbert, Kershaw & Co., Ltd., Highgate Street, Birmingham. Mid. 511.
John Jewsbury & Co., Ltd., Soho Works, Western Rd., Birm. Cen. 1146
Thomas Hill, Hampton Street, Birmingham. Cen. 3053.
John Lawton & Sons, Ltd., Harford Street, Birmingham. Cen. 2210.
B. Lilly & Sons. Ltd., 54-62 Barr St., St. George's, Birmingham. Cen. 5243.
May & Padmore, Ltd., Wharfdale Road, Tyseley, Birmingham.
H. & W. Munslow, Ltd., 41-2, Ellis Street, Birmingham. Mid. 1935. Every description Stamped and Cast.

Henry Moore, Ltd.,
Cabinet, Builders' and General Brassfoundry.

TRADE  MARK

Our Great Speciality:
CASTORS.
Star Works, Rupert Street, Birmingham.

Pearson-Page Co., Ltd., Ileene Works, Sherlock Street, Birm. Mid. 2510. 2511. Showrooms, 50 Frith Street, Soho, London, W. Regent 4412. Makers of Cabinet Handles (reproductions of antique designs), Candlesticks, Jardinieres, Sundials, Fenders, Door Porters, etc.
Perkins & Powell, 2-5 Bartholomew Row, Birmingham. Cen. 3631.

Thos. Sanders, Ltd.,
General Brassfonnders

Trade Mark: "Sanlock."



TRADE MARK.

for Builders and Cabinet Makers,
St. Mary St., Ladywood, Birmingham.
Midland 165-166.

BRASSFOUNDERS—*continued.*

F. & G. Smart, Standard Works, 42 and 43 Slaney St., Birm. Cen. 2008
Speciality: Shop Window Fittings.
Smith & Davis, Ltd., Hampton Street, Birmingham. Cen. 6870.

Joseph Steer,



Brassfoundry for House Furnishers, Cabinet Makers and Ironmongers, Motor Accessories, Mirrors, Grease Cups, Licence Holders, Lubricators, etc., and "The Bradwell Engine Tester," which by one revolution demonstrates the condition of the Engine.

43/44 Weaman Street, Birmingham.
Cent. 5673. "Steer" Birmingham.

S. Timings & Co., 55 Gt. Hampton Street, Birmingham. Cen. 2437. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.

Tonks (B'ham) Limited,

Trade  Mark.

Manufacturers of General Cabinet, Naval and Furnishing Brassfoundry, Tubes, Moulding and Ecclesiastical Metal Work.
Works: Moseley St., Birmingham.
Showrooms: Stevenage House, 40/44 Holborn Viaduct, London.

Joseph Walker (B'ham), Ltd.

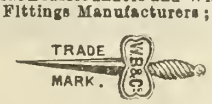


BRASSFOUNDERS for Building, Cabinet, and General Trades. Also **FANCY METAL GOODS.**
Augusta Works, Warstone Lane, Birmingham.
Telephone: Cen. 7269.
Telegrams: "Antomatic," B'ham.
London Export Office:
HENRY CAMPBELL
58, Basinghall Street, E.C.2

James Whitfield, Ltd., 39 Oxford Street, Birmingham, Cen. 674.
Thos. Willcox & Co., Ltd., 99-102 Bradford Street, Birmingham. Mid 1680

Williams Brothers & Piggott, Ltd.,

General Brassfounders and Window Fittings Manufacturers;



Also Brass, Brass-Cased and Copper Tubes and Mouldings,
Herbert Road, Small Heath, Birmingham.
Vic. 156.

BRASSFOUNDERS.
(Cabinet & Builders'.)

George Hopkins & Co. 24, Bishop Street, Birmingham. Mid. 1318.

BRASSFOUNDERS
(Naval and Railway).

Hodgetts Bros., Ltd., Heim Works, Cherrywood Road, Bordesley Green, Birmingham. Telephone Vic. 292.
Playsr & Mitchell, Ltd., Sentinel Works, Bordesley Green, Birmingham. Vic. 221.

BRASSFOUNDERS (SANITARY).

W. Markss & Co., Ltd., 33/35 Fleet Street, Birmingham. Cen. 4173.

BRASS AND METAL CASTERS.

Allcock & Co., 150-71 Hockley Hill, Birmingham. Cen. 6888.
Joseph Onions, Lombard Street, Birmingham. Mid. 1670.
George While, Ltd., 111-16 Livery Street, Birmingham. Cen. 2839.

BRASS AND COPPER TUBES.

Allen Everitt & Sons, Ltd., Kingston Metal Works, Smethwick, Birmingham. "Everitt," Birmingham also Plates, Sheets, and Rods.

BRIGHT STEEL BARS.

Bowkett Brothers, Nelson Street, Birmingham. Central 1452.

BRIGHT STEEL MANUFACTURERS.

Stonehouse Works Co. Spon Lane Mills, West Bromwich.

BRONZING.

H. J. Evans, 188 Park Road, Aston, Birmingham. East 464.

BRUSH MANUFACTURERS.

Robert Chase & Son,
Established 1780.
Manufacturers of Household, Painting, Fancy and Machine Brushes.



42/45 Upper Dean St., Birmingham.
Telegrams: "Chased," Bham.
Mid. 1870.

HINDES LIMITED.



New Patent **Hair Brushes.**

"Matik" No. 8334/14. **Hindes' Curlers.**

BROMSGROVE STREET, BIRMINGHAM.
Telephone: Mid. 868.
Telegrams: "Hinderles." B'ham.

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R. Benson & Sons, Ltd., Fazeley Street, Birmingham. Cen. 5412.
Birmingham Royal Institution for Blind, Carpenter Road, Birmingham
W. T. Clark & Co., 72 Lozells Road, Birmingham. Northern 643.
Thomas Goode, Ltd., 24 Holloway Head, Birmingham. Mid. 1412
Lee & James, Ltd., Moseley Street, Birmingham. Mid. 1673.
C. H. Leng & Sons, Sherbourne Road, Balsall Heath, Birm. Mid. 2686.
A. Martin & Son, Walmwright Street, Aston, Birmingham. East 225.
Thomas Osborne & Sons, Hockley Hill, Birmingham. Cen. 6191.
John Stych & Co., Ltd., 188 Bromsgrove Street, Birm. Mid. 776.

BRUSHES (Polishing and Scratch).

E. Berry & Son, Arthur Place Summer Hill, Birmingham. Cen. 6386.

BUCKET MANUFACTURERS.

Chamberlain Bros., Ltd.,
Established 1845.
Manufacturers of
SEASIDE BUCKETS
and
IRON SPADES.
Also
Small Household Tin Goods.
ABBEY STREET, BIRMINGHAM.
Central 2788.

BUILDERS' MERCHANTS.

The Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Slates, Bricks, Lime, Cement, etc.
Derrington & Sons, 30 Dartmouth Street, Birmingham. Cen. 842.

BULLION DEALERS.

Edward Day, 27 & 28 Warstone Lane, Birmingham. Cen. 3666.
Charles Harrold & Co. Ltd., St. Paul's Square, Birmingham. Cen. 3102.
Johnson, Matthey & Co., Ltd., 71-73 Vittoria Street, Birm. Cen. 3552.
G. Westwood & Sons, Ltd., 14 Hall Street, Birmingham Cen. 2705. **Telegrams,** "Silsolder, Birmingham."

BUTTON MACHINERY.

Accles & Shelvoke, Ltd., Aston, Birm. High-class Machinery for non-metal Buttons. "Acvoke," Birm. East 277.

BUTTON MANUFACTURERS.

Buttons Limited.
CROSSED SWORDS TRADE MARK
TRADE MARK DOME MAKE
TRADE MARK
Buttons in all varieties. Buckles, Hooks and Eyes. Military Ornaments and Metal Swallwares, etc.
Portland Street, Birmingham.
East 822.

BUTTON MANUFACTURERS—*contd.*

E. Bacon & Sons, River Street, Deritend, Birmingham. Cen. 919. Bone and Wood Buttons.
Broughton & Brook, 306 Farm St., Hockley, Birmingham. Northern 627.
James Grove & Sons, Ltd., Halesowen. Halesowen 7.
Hammond, Turner & Sons. Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.
Jennens & Co., Ltd., 2 New Burlington Place, Regent St., London, W.1.

William Purkis,
Manufacturer of
WATER LILY SERIES OF LINEN BUTTONS.
Trade Mark.
Water Lily (Registered).
37 & 39, Bradford Street, Birmingham.
Phone: Mid. 3101.
Telegrams: "Water Lily," B'ham.

Smith & Wright, Ltd., Brearley St., Birmingham. Cen. 85.
W. H. Thomas & Sons (Birm.) Ltd., Ford St., Hockley, Birm. Cen. 164.

BUTTONS (Pearl).

R. H. Clarkson & Sons, Ltd., Crown Works, Potter Street, Birmingham.

CABINET CASE MANUFACTURER

Æneas Swingler,
Cabinet Case Manufacturer,
Established 1869.

Best Polished Wood Cases and Specialities for the Motor, Electrical, Scale, Engineering, and other Trades.

Crown Works, Rea Street, Digbeth, Birmingham.
Mid. 255.

CABLE COMMUNICATION.

The Eastern Telegraph Co., Ltd., Guildhall Buildings, Pinfold Street, Cen. 923 & 924. Cables to Australia,

CALCULATING TABLES & READY RECKONERS.

John Gibson, 63 Coleman Street, London, E.C.2.

CAMERA ROLL FILM.

Criterion Plates, Papers, & Films, Ltd., Criterion Works, Stechford. Telephone, Stechford 7. Telegrams, "Criterion, Stechford."

CANE, RATTAN AND WILLOW MERCHANTS.

John J. Platar & Sons, 261-4 Bradford Street, Birmingham. Mid. 569.

CAPSTAN AUTOMATIC TURNED PRODUCTS.

T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Add. "Enscolid."

CAPSTAN LATHES.

Brown & Ward, Ltd., 27 Gt. Hampton Street, Birmingham. Cen. 3831.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen. 2110.
R. Lloyd & Co., Steelhouse Lane, Birmingham. Cen. 7251-3-4.
Charles Taylor (Birm.), Ltd., Bartholomew St., Birm. Cen. 6373.
H. W. Ward & Co., Ltd., Lionel Street, Birmingham. Cen. 7460.

CAPSTAN TURNED WORK.

Abis & Co., Aston Road, Birmingham. Tel.: Cen. 286.
Bent & Parker, Ltd., Pemberton Street Works, Birm. Cen. 66.
Birmingham Products Co., Ltd., 36, Ludgate Hill, B'ham. Cen. 3334-5-6.
Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birm. Cen. 1434.
T. Denston & Son, 21 Masshouse Lane, Birmingham. Cen. 327.
Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead." Birm. North 13.
Illston & Robson, Herbert Road, Birmingham. Vic. 180.
The Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17

CARBURETTORS.

Brown & Barlow, Ltd., Westwood Rd., Witton, Birmingham. East 301.
Cox Atmos Carburettors, Ltd., Lower Essex Street, Birmingham. Mid. 2012-3. "Atcarbco," Birmingham.

CARDBOARD BOXES.

Thomas Bishop & Son, Deritend Paper Box Works, Birmingham. Mid. 360. Boxes for all trades.
T. Boston & Co., 149-151 Granville St., Birmingham. Mid. 1475.
J. B. Dyson & Son. Ltd., 10, Freeman Street, Birm. Cen. 6290.
M. H. Gething, 6 Oozells Street, Birmingham. Mid. 1133.
J. W. Gill & Sons, Loveday Street, Birmingham. Cen. 5973.
E. Lakins & Co., Darwin Street, Birm. Mid. 2096.
O. C. Langford, 17-20, Cardigan Street, and Penn St., Birm. Cen. 1196
Terry & Terry, Ltd., 90-92 Leopold Street, Birmingham. Mid. 14.

CARDBOARD MAKERS.

Bartons (Birmingham) Ltd., Finch Road, Handsworth, Birm. Nor. 636

CARPATHIAN SILVER WAITERS.

Samuel Groves & Co., Ltd., Musgrave Road, Soho, Birm. Cen. 220.

CARRIAGE BUILDERS.

John Buckingham, Ltd., 332 Bradford Street, Birmingham. Mid. 1211.

CARRIAGE LAMPS.

J. Neale & Sons, Ltd., 68-9 Graham Street, Birmingham. Cen. 1508.
Wyncott & Son, Ltd., Great Colmore St., B'ham. Mid. 910. Telegraphic Address "Wyncott," Birmingham.

CARRIAGE LAMP GLASSES.

W. L. Ward & Co., 163 Bishop Street, Birmingham.

CARRIERS.

Midland Red Commercial Motor Service 547 Bearwood Road, Birm. Mid. 2577. Carriers of Parcels and Goods to all parts of the Black Country, and places on the Motor Omnibus Routes.

CASE HARDENING COMPOSITION MANUFACTURERS.

John Else & Son, Ltd., Small Heath Birmingham. Estab. 1860. Vic. 11.

CASH AND DEED BOXES.

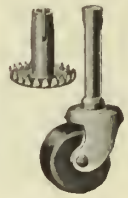
F. C. Booth & Co., Ltd., Ocean Works, Camden Street, Birm. Cen. 565.
Dunn & Taylor, Burbury Street, Birmingham. Cen. 3720.
Walker & Loach, Erskine Street, Birmingham. East 326

CASTORS (Brass and Iron).

Acme Ball Castor Co., 87 Snow Hill, Birm. Cen. 3266. Anti-Friction Ball Bearing, Patented, Reg. No. 50121. Manufacturers of "Acme" Specialities.

CASTORS (Brass & Iron)—*cont.*

Henry Moore, Ltd., Star Works, Rupert Street, Birmingham. East 168. All kinds of Castors.

ZENITH CASTOR Co., Ltd.,
Rayo Works, Aston Lane, Aston.
East 832.

Patentees and Sole Manufacturers of The Unbreakable ZENITH ALL STEEL GRIP NECK CASTORS.
Screw Castors also made in Steel, Iron & Brass. Samples & price lists upon application.
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58, Basinghall Street, London, E.C.2.

CASTING SAND.

John Williams (Birmingham Sand), Ltd.
Foundry Sand for Casting all metals.
STEEL MOULDERS' SAND
Our Speciality:—Silica Sands (high Silica Content with natural bond) at half the cost of Belgium Sands.
Analysis—Sieve and fusing test on application.
Icknield Square Wharf, Birmingham
Telegrams: Williams, Birmingham, Central 3345."
Telephone: Central 3345.

CELLULOID MANUFACTURERS.

Greenhill & Sons, Ltd., 8 Water Lane, Ludgate Hill, London, E.C.4. Phone Central 1306.

CEMENT MANUFACTURERS.

Greaves, Bull & Lakin, Ltd., Worcester Wharf, Bridge St., Birmingham. Mid. 274.
Kaye & Co., Ltd., Kingston Wharf King Edward's Rd., Birm. Cen. 2830

CHAINS (Jack).

C. & S. B. Pumphrey, 214 Herbert Rd., Small Heath, Birm. Mattress, Cistern, Bye-Pass Chains. Vic. 190.

CHAIR SPRINGS.

William Sturcke, 38 Kingsland Rd., London, E.C.2. Export, Henry Campbell, 58, Basinghall Street, London, E.C.2.

CHEMICAL MANUFACTURERS.

Chance & Hunt, Ltd., Oldbury, near Birmingham.
R. Cruickshank, Ltd., Camden Street, Birmingham. Cen. 7213.
E. Newton & Co., Holt Street, Birmingham. Cen. 1356.

CHEMISTS (CONSULTING AND METALLURGICAL).

Alex. E. Tucker, F.I.C., 59 Cambridge Street, Birmingham. Cen. 6352. Telegrams, "Oxide," Birmingham. Official Analyst to the London Metal Exchange.

CHOCOLATE MANUFACTURERS.

Cadbury Bros., Ltd., Bournville, Birmingham.

Kunzle
CHOCOLATE MANUFACTURER.
Head Office and Factory.
FIVE WAYS, BIRMINGHAM.
Telephone: Mid. 1222.
Telegrams: Kunzle, Birmingham.

CHUCKS.

Charles Taylor (Birm.) Ltd., Bartholomew Street, Birm. Cen. 6373.

CIGARETTE CASE MANUFRS.

Buncher & Haseler, Ltd., "Buharo" Cigarette Cases, Birmingham.
S. J. Levi & Co., Ltd., Squirrel Works, Regent Place, Birm. Cen. 569.

CLOCK MANUFACTURERS

Swinden & Sons (Proprietor: W. A Perry), 27-29 Temple Street, Birm

CLOTHING MANUFACTURERS.

Grainger & Smith, Ltd., Carr's Lane, Birm. Cen. 827. Wholesale.

COACH AND MOTOR BODY FITTINGS.

Hemming Bros., 238 Highgate Road, Sparkbrook, Birmingham.

COAL AND COKE MERCHANTS.

Caswell & Bowden, Ltd., Newton Chambers, Cannon Street, Birm. Cen. 1044. "Target," B'ham.

COAL AND COKE CONTRACTORS.

W. H. Bowater, Ltd., Exchange Buildings, Birmingham. Midland 2620.
Coggins & Arthur, Ltd, 75 New Street, Birmingham. Cen. 3574.
Desmond Cooper, Chamber of Commerce Bldgs., New St. Mid. 1305.
Lunt Brothers, 75-77 Colmore Row, Birmingham. Cen. 7408.
S. W. B. Stephen & Co., Rolfe Street, Smethwick, Birm. Smethwick 254.

COFFIN FURNITURE.

Charles Hill & Co., Ltd., 31 Darwin Street, Birm. Mid 517
Gordon & Munro, 13, 14, 15, 16, Horse Fair, Birmingham. Mid. 1078.
Ingall, Parsons, Clive & Co., Ltd., Bradford Street, Birm. Mid. 423.
Newman Bros., Fleet Street, Birmingham. Central 3403.
C. H. Parsons, Ltd., Britannia Works, Tyseley, Birmingham. Telegraphic Address: "Hectomar." Registered Trade Mark: "Britmac." A. G. 243.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.

COFFINS.

Fox & Charles, 31-32 Bristol Street, Birmingham. Mid. 2068. Tel.: "Foxcharco," Birmingham.
Ingall, Parsons, Clive & & Co., Ltd Bradford Street, Birm. Mid. 423.

COLLAR STUDS.

C. H. Collins & Sons, Ltd., 47/8 Hockley Hill, Birm. Cen. 3915/6.
Henry Owen & Sons, Ltd., Caroline Street, Birmingham. Cen 2181.

COINING MACHINERY.

Taylor & Challen, Ltd., Constitution Hill, Birmingham. Cen. 376.

COLD STORAGE.

W. H. Smart & Co., Ltd., Cold Storage, Ice Manufacturers, 5, 6 and 7 Wrentham Street, Birmingham. "Storage," Birm. Mid. 2820, 2821.

COLOUR PRINTERS.

Jenner & Co., Ltd., 16-18 Sampson Road North, Birmingham. Vic. 148. Telegrams: "Sketch," Birmingham

COMMERCIAL PHOTOGRAPHER.

Edgar T. Gething, 6 Oozells Street, Birmingham. Mid. 1133.

COMMERCIAL VEHICLE REPAIRERS.

T. C. Aveling & Co. (B'ham), Ltd., 91-98 New Canal Street, Birm. Cen. 2029. Repairs and Service Depot, Thornycroft Commercial Vehicles.

COMPOSITE CANISTERS.

Eeles, Walker & Co., Ltd., The Crescent, Birmingham. Cen. 5324. Manufacturers of all kinds of Composite Canisters for Food, etc., Papier Mache and Tin combined. Vacuum Flask Carriers.

COMPRESSED AND LIQUEFIED GASES.

British Oxygen Co., Ltd., Lodge Road, Hockley, Birm. Cen. 2001.

CONSULTING ENGINEER.

Charles Ralph Townsend, Caxton House, Gt. Charles St., Birm. "Autoan," Birm. Cen. 293.

COOKING APPARATUS.

Premier Electric Heaters, Ltd., Keeley Street Works, Watery Lane, Birm. "Fahrenheit," Birm. Vic. 463.

COOPERS (BREWERS').

Charles J. Rudder, Ltd., Cambridge Street, Birmingham. Cen. 2656.

COPPER RIVETS AND WASHERS.

Baxters' Bolt, Screw, and Rivet Works, 76-78 Parade, Birmingham.
Thomas Haddon & Co., Moseley Street, Birm. Mid. 1875 and 1876.
David Powis & Sons, Ltd., Floodgate Street, Birmingham. Cen. 631.

COPPERSMITHS.

Lawden & Poole, Hope Works, Newtown Row, Birm. Cen. 1061.
Lee & Wilkes, Ltd., Brewery Street Birmingham. Cen. 5.

COPPER WATER BALLS.

Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.
Pearsall Bros., Finch & Co., Clement Street, Birmingham. Cen. 1252. Telegrams, "Pearlinco, Birm."

COPYING PRESSES.

S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

CORNICE POLE FITTINGS.

D. Flynn & Co., Steward Street, Birmingham. Export—Henry Campbell, 58, Basinghall Street, London.
Reeves & Co., Crescent Works, Birm. Cen. 1553.

COSLETTIZING.

The Coslett Anti-Rust Syndicate, Ltd., Victoria St., Birm. Cen. 5653.

CREAM SEPARATORS.

Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma St., Birm.

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A. Harris, Crucible Works, Broad Street, Birmingham. Mid. 849.

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T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Add., "Enscolid."
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James Cycle Co., Ltd., Greet, Birmingham. Vic. 129. London Office, 22 Holborn Viaduct, E.C.1
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Minstrel & Rea Cycle Co., Ltd., Lion Works, Barn Street, Birm.
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The Lombard Rim & Tube Co., Ltd., Lombard Street, Birm. Mid. 211.

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Gough & Co., Ltd., 180 Park Road, Hockley. Birmingham. Cen. 3447.
The Leatherics, Ltd. Sparkbrook, Birmingham. Vic. 216.
Mansfield & Co., Ltd., 47-48 Macdonald Street, Birmingham.
A. E. Wilby, Ltd., 113-5, Holloway Head, Birmingham. Mid. 1428
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D. F. Tayler & Co., Ltd., Newhall Works, Birmingham. Cen, 56/57.

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Severn Rubber Co., Ltd., 108 Newhall Street, Birmingham. Cen. 7334. Tels.: "Renown," Birmingham.

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Joseph Lucas, Ltd., Great King Street, Birmingham. Cen. 6730.
H. Miller & Co., Ltd., Miller Street, Birmingham. Cen. 2585.

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Charles Britton, Drew's Lane, Ward End, Birmingham. East 449.
W. Lews & Co., Ltd., 55-57 New St., Aston, Birmingham. Northern 845.

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Charles Lindall & Son, Ltd., Parkfield Road, Saltley, Birm. East 867.
J. A. Phillips & Co. (1916) Ltd., Credenda Works, Bridge Street, Smethwick, Birm. Smethwick 234. Pedals, Handlebars, Brakes, etc.
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Long Acre Stampings, Ltd., Long Acre, Aston, Birm. East 229.
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Cranmer & Cheshire, Steward Street, Birmingham. Cen. 7503.

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John A. Harry Hunt, 233, Bradford Street, Birmingham. Mid. 1941.

Ingram & Kemp, 70/75 Icknield Sq., Birmingham. Edghaston 933.

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F. Smith & Son (Southampton) Ltd., Victoria Works, Queen Street, Walsall. Telephone, Walsall, 391.

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Eeles, Walker & Co., Ltd., The Crescent, Birm. Cen. 5324. Attaché and suit cases, travelling equipment. Vacuum Flask Carriers.

D. B. Harris & Son Ltd. 73-5, Newhall Street, Birm. Cen. 6276. Speciality: Ladies' Hand Bags and Purses.

Thos. Icke & Son, Heath Leather Works, West Bromwich. W. Brom. 63.

Edward Jones, 145-7 Camden Street, Birmingham. Cen. 2787.

Martins—Birmingham, Ltd., Granville Street. Birmingham.

Adolph Scott, Ltd., 24-6 Gt. Hampton Street, Birmingham. Cen. 702.

Richard Wheatley & Son, 90-96 Constitution Hill, Birm. Cen, 5774.

FELLMONGERS.

J. J. & H. Hossell, 96 Coventry St., Birm. Cen. 4186. Branches, Belmont Passage, Birm., and Layerthorpe Bridge, York.

FELT MANUFACTURERS.

Cooper & Co (Birmingham), Ltd., Little King St., Birm. Cen. 2264.

FENDER MANUFACTURERS.

Addicott & Holland, 58-59 Staniforth Street, Birmingham. Cen. 1678.

Charles Hulton & Sons, Conybere Works, Birmingham. Mid. 206.

Newey & Homer, London Fields Works, Dudley. Dudley 32.

R. Normansell, Exeter Street, Birm. Mid. 1754.

John Wright (Fenders), Ltd., Glover Street, Birmingham. Vic. 296.

FERRULES.

Thomas Johnson & Sons, Whitehouse Street, Aston, Birm. East 904. Small solid-drawn brass, steel.

FILES, RE-CUT.

Monks & Crane, Ltd., Stanhope St., Birmingham. Stock of New Files, Tools.

FILING SYSTEMS.

Kenrick & Jefferson, Ltd., West Bromwich. West Bromwich 1001.

FIRE BRICKS.

Aston Junction Co., Ltd., Aston Road, Birmingham. Cen. 1436. Lumps, Tiles, Ganister.

Bowen & Edwards, Northwood Street, Birm. Cen. 522. Fireclay, Ganister,

Gibbons (Dudley), Ltd., Dibdale Fireclay Works, near Dudley.

Harris & Pearson, Stourbridge. Brierley Hill 7. "Fireclay," Stourbridge.

King Bros., Ltd., Penn Street, Birm. Cen. 1109. Crucibles, Glass Pots.

Mobberley & Perry, Ltd., Stourbridge. 128, 129 Brierley Hill.

FIRE EXTINGUISHERS.

Darlaston Galvanized Hollow-ware Co. Ltd., Booth Street, Darlaston. 'Phone 10. Makers of the Patented "XLCR" Fire Extincteur.

Foamite Firefoam, Ltd., 65, South Molton Street, London, W.1. District Manager, A. F. Sargeant, 57, Bishopsgate Street, Birmingham.

FISH HOOK AND NEEDLE MANUFACTURERS.

Richard Hemming & Son, Forge Mills, Redditch. Redditch 10.

Thomas Hemming & Son. Ltd., Windsor Mills, Redditch. Redditch 205.

Arthur James, Excelsior Works Redditch.

John James & Sons, Ltd., Victoria Works, Redditch. Redditch 12.

The Redditch Manufacturing Co., Gresham Works, Redditch. Red. 150

H. Wilkes & Co., Ltd., Studley, near Redditch. Studley 8.

FISH HOOK AND TACKLE MANUFACTURERS.

S. Allcock & Co., Ltd., Standard Works Redditch. Redditch 1 and 2.

Henry Milward & Sons, Ltd., Washford Mills, Redditch. Redditch 15.

George Moore, Ltd., National Works, Redditch. Established 1805.

FISHING REEL MANUFACTURERS.

Reuben Heaton & Sons, Ltd., 38-40, New Street, Aston, Birmingham.

Smith & Wall, Limited,

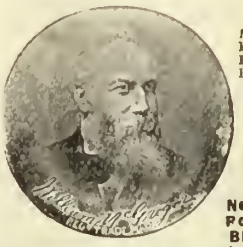
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G. Cook, Regent Row, Birmingham. Cen. 678.

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Constructional Engineering Co., Ltd., Titan Works, Charles Henry Street, Birmingham. Mid. 2182.

FURNACES.

The Incandescent Heat Co., Ltd., British Mills, Cornwall Road, Smethwick, Birmingham. Coal, gas, and oil-fired, for all purposes.

C. F. Price & Co., Ruskin Chambers, Corporation Street, Birm. Cen. 5997.

GARDEN SYRINGES.

Thomas Hickin & Sons, 83 Buckingham Street, Birmingham.

GAS AND ELECTRIC LIGHT FITTINGS.

Beal, Greenwood & Co., Ltd., Hinckley Street, Birm. Mid. 78.

Thomas R. Carpenter, Ltd., 171/179 Bishop St., Birm. Mid. 1014.

Francis, Crisp & Co. Ltd., 195-7 Summer Lane, Birmingham. Cen. 6600.

Ingram & Kemp, 70-75, Icknield Square, Birmingham. Edgbaston 933.

Charles Joyner & Co., Icknield Square, Birmingham Edgbaston 513.

Rainsford & Lynes, Ltd., Emily Street, Birmingham. Mid. 1325.

Taylor Bros., Cooksey Rd., Small Heath. Birm. Vic. 95. "Chandelier," Birm,

GAS BURNERS & ADJUSTERS.

Burners (1921), Ltd., Stoke Prior Mill Bromsgrove. Phone: 118.

T. C. Enstone & Co. (Succrs.) Ltd., Evelyn Road, Greet, Birmingham. Vic. 370. Tel. Address, "Enscolid."

GAS ENGINEERS.

W. Parkinson & Co. (Incorporated in Parkinson and W. & B. Cowan, Ltd.), Bell Barn Rd., Birm. Mid. 2245. "Gasmeters," Birmingham.

GAS IRONS.

W. Cross & Sons, Ltd., Lyng Foundry, West Bromwich. W. B. 64.

George Salter & Co., Ltd., West Bromwich. Telephone No. 216.

GAS METER MANUFACTURERS.

A. G. Sutherland, Ltd., Warwick Road Greet, Birmingham. Vic. 368, 369

GAUGE GLASS MANUFACTURERS.

Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 957.

GEAR CUTTERS.

The Moss Gear Co., Ltd., Thomas Street, Aston, Birm. East 306 & 807.

Alfred Wiseman, Ltd., 80-89 Glover Street, Birmingham. Vic. 560 & 561.

GEAR WHEELS.

John Tickle & Co. Ltd., Providence Works, West Bromwich. Tel. 335.

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A. Arculus & Co., 295 Broad Street, Birmingham. Mid. 410. Gas and Electric Light Globes.

Chance Bros. & Co., Ltd., Glass Works, Smethwick, Birm. Oldbury 106. Manufacturers of Glass for all kinds of Glazing; also Heat-resisting Glass Globes.

GLASS BEVELLERS AND SILVERERS.

Martin Dunn, High Street, West Bromwich. West Bromwich 451/2.

O. C. Hawkes, Ltd., Globe Works, Bromsgrove Street, Birm. Mid. 2300.

Samuel Krinks & Sons, Soho Pool, Hockley, Birmingham. Cen. 2857.

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Charles Harrold & Co., Lt., St. Paul's Square, Birm. Cen. 3102.

Lees & Sanders, Warstone Smelting Works Birm. Cen. 6017.

GOLD AND SILVER SWEEP SMELTERS.

Lees & Sanders, Warstone Smelting Works, Birm. Cen. 6017.

GOLD CHAIN MANUFACTURERS.

John Goode & Sons, Quality Works, Gt. Hampton St., Birm. Cen. 2594. London Office, 101 Hatton Garden

GOLF BALL MANUFACTURERS.

Martins—Birmingham, Ltd., Granville Street, Birmingham.

GREASE MANUFACTURERS.

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GRINDING MACHINES.

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John M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.

GRINDING WHEELS.

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A. Finney & Co., Navigation Street, Birmingham. Mid. 1970.
Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

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William Ford, 15 St. Mary's Row, Birmingham. Cen. 5210.
W. W. Greener, St. Mary's Square, Birmingham. Cen. 4232.
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Webley & Scott, Ltd., 80 Weaman Street, Birmingham. Cen. 479.
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Kirby, Beard & Co., Ltd.,



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Bilston 47.

Darlaston Galvanized Hollow-ware Co., Ltd., Booth St., Darlaston. 'Phone 10.

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Bilston, Staffordshire.

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Edward Weaver, 221 Broad Street, Birmingham. Mid. 936.

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Cannon Iron Foundries, Ltd., Deepfields, Bilston. Bilston 21.

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Challingsworth, Ltd., 296, Heath Street, Birm. Cen. 7201. "Hercules," Birm

Wm. Cross & Sons, Ltd., LyngFoundry, West Bromwich. W. Brom 64.

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S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

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National Saddle Works, Ltd., Charlotte Street, Birmingham. Cen. 5637 Cycle Saddles, Trunks, Leggings
F. A. Patterson (Birmingham), Ltd., 1-3 Horse Fair, Birm. Mid. 1194 Speciality : Travellers' Sample Cases
Rendall, Underwood & Co., Ltd., Albion Works, Granville St., Birm. "Renwood," Birmingham. Mid. 505.
H. C. Smith, Ltd., Bull Ring, Birm. Cen. 794.
The "Teachtowalk" Manufacturing Co., 129 Constitution Hill, Birm.
A. Whitmore & Son, Ltd., Alliance Works, Mary Street, Balsall Heath, Birmingham. Mid. 2018. Superfine and Distinctive Leather Goods.

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A. Collins, Rea Street South, Birm. Mid. 2387.
Edward Weaver, 221 Broad Street, Birmingham. Mid. 936.

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Arnold Bros., Moland Street, Birm. Cen. 5666.
J. Pitt & Son, Wyon Works, Howard Street, Birmingham. Cen. 6286.
H. B. Sale, Ltd., Summer Lane, Birmingham. Cen. 361.

LETTER FILES.

Barker & Goodridge, Ltd., 101-3 Clifton Road, Sparkbrook, Birm. South 16. Card Index and Vertical Filing Cabinets, Transfer Cases, etc.
Eeles, Walker & Co., Ltd., Forward Works, Birm. Cen. 5324.
Letter Filing Appliances Co., 25 Masshouse Lane, Birm. Cen. 3058. Oak & Steel Filing Cabinets.
W. H. James (B'ham), Ltd., 12 Grant Street, Birmingham. Mid. 998.

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Waygood-Otis, Ltd., 62/3, Lionel Street, Birmingham. Cen. 307.

LIGHTING AND HEATING ENGINEERING CONTRACTORS.

The Etna Lighting and Heating Co., Ltd., 295 Broad St., Birm. Mid. 3070.

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J. G. Beddoes, 11 Great Hampton St., Birmingham. Cen. 4340.
C. W. Cheney, Factory Road, Soho, Birmingham. Northern 486.
Thomas Crompton & Sons, Ltd., Ashton-in-Makerfield, near Wigan. Rim, Deed, Pressed Steel Case Locks.
Lingham Bros. & S. Thomas, 131 Gt. Hampton Street, Birm. Cen. 5549.
C. J. Thursfield & Co. (Locks), Ltd., Chadsmoor, Cannock. Cabinet and Safe Locks. Cannock 68.
Thomas Tuckley, Forward Works, Lane Head, nr. Wolverhampton. Export, Henry Campbell, 58, Basinghall Street, London, E.C.2.
Walsall Locks and Cart Gear, Ltd., Neale Street, Walsall. Walsall 66.

LOOKING GLASS MANUFACTURERS.

Martin Dunn, West Bromwich, Staffordshire. West Bromwich 451/2.
O. C. Hawkes, Ltd., Globe Works, Bromsgrove St., Birm. Mid. 2300.

LOOSE LEAF LEDGERS.

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Palmer Browne Lubricator Co., 112 Steelhouse Lane, Birmingham. Telegrams : "Sultable," Birmingham.

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Jas. Archdale & Co., Ltd., Ledsam Street, Birmingham. Cen. 2276.
Edward G. Brown, Gt. Hampton Street, Birmingham. Cen. 434.
Brown & Ward, Ltd., Gt. Hampton Street, Birmingham. Cen. 3831.
Buck & Hickman, Ltd., 23 Newton Street, Birmingham. Cen. 2009.
Centaur Tool Works, Ltd., Stafford St., Birmingham. Cen. 1723.
A. Finney & Co., Navigation Street, Birmingham. Mid. 1970

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Telephone Midland 129.

Richard Lloyd & Co., 135 Steelhouse Lane, Birmingham. Cen. 7251.
Charles Purden, Ltd., Lancaster Street, Birmingham. Cen. 224.
Charles Taylor (Birm.), Ltd., Bartholomew Street, Birm. Cen. 6373.
J. M. Terry & Co., 5, 6, & 7, Great Hampton Street, Birmingham.
The Timbrell and Wright Machine Tool and Engineering Co., Ltd., Slaney Street, Birm. Cen. 3723.
A. E. Ward & Co., Livery Street, Birmingham. Cen. 5455.
H. W. Ward & Co., Ltd., Dale Road, Selly Oak, Birmingham.

MAGNETOS.

E.I.C. Magnetos, Ltd., Sampson Road North, Birmingham. Vic. 211.
Lucas Electrical Co., Ltd., Great King Street Birmingham. Cen. 730.

MAGNETO COGS.

T. D. Cross & Sons, Vesey Street, Birmingham. Cen. 1490.

MAGNETS FOR MAGNETOS.

Charles Britton, Drews Lane, Ward End, Birmingham. East 449.

MALLEABLE GAS FITTINGS.

M.A.P. Co., Bullock St., Birm., Cen. 5664. Telegrams: "Millford's."

MALLEABLE IRONFOUNDERS.

Richard Ashton & Co., 36-9 Cheapside Birmingham. Mid. 309.
Barton & Sons, Ltd., Beehive Foundry, Walsall. Walsall 81.
British Mills Foundry, Cornwall Road, Smethwick, Birmingham.
Dominion Malleable Ltd., Rolfe Street, Smethwick, Birmingham.
Heeley & Peart, Ltd., 42 Summer Row, Birmingham. Cen. 2343.
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Birmingham Royal Institution for Blind, Carpenter Road, Birm.

MATCHET MANUFACTURERS.

Robt. Mole & Sons, Granville Street, Birm. Mid. 715. "Steamer," Birm.

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Fisher, Brown & Bayley, Ltd., Lion Works, Birmingham. Cen. 947.
George Lane & Sons, Ltd., Brueton Street, Birmingham. Cen. 1198.

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R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine" Birm. Cen. 7189.
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H. B. Sale, Ltd., Summer Lane, Birmingham. Cen. 361.

MERCHANTS AND EXPORTERS (Hardware and General).

Wm. Allen Taylor & Co., 35 Ludgate Hill, Birm. Cen. 1079.
Altendorf & Wright, Vesey Street, Birmingham. Cen. 1076.
Ad. Arbenz, Ludgate Hill, Birm. Cen. 7164. Hardware and general.
C. B. Engels, 45 Irving Street, Birmingham. Mid. 1454. Address for Cables and Telegrams, "Achilles."
Goodwin & Co., 107-8 Lionel Street, Birmingham. Cen. 3983. British Dominions, Europe and Far East

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Samuel Grey & Son, 120 Edmund Street Birmingham.
Harry Merry & Co., 10 St. Mary's Row, Birmingham.
Radmore & Co., 11 Broad Street, Birmingham. Cen. 7480 & 5964.
B. & S. H. Thompson, Ltd., 155 Great Charles Street, Birm. Cen. 1119.
J. Edwin Wall & Son, 29 Newhall Hill Birmingham. Cen. 6505.

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James Williams, 160 Newhall Street, Birmingham
The Wilmot Manufacturing Co., Ltd., Eastern Works, Camden St., Birm. Tel. Add. "Jaypee," Birmingham.

METAL CASTERS (NON-FERROUS).

John Cox & Son, Hick Street, Birm. Mid. 792. Casters in Brass, Gun Metal, Phosphor Bronze, Manganese Bronze, etc.
Robt. Rigby, Premier Foundry, Lupin Street, Birmingham. East 801.

METAL MANUFACTURERS.

William Atkins, Bradford Street, Birmingham. Mid. 426.
Barker & Allen, Ltd., Spring Hill, Birmingham. Cen. 2182-3-4. Rolled Nickel (German) Silver, Copper and Brass Sheet Metal and Wires.
Bassett, Bagnall & Co., James Street, St. Paul's, Birm. Cen. 393.

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Extruded Metal Co., Ltd., Dartmouth Street, Birmingham. Cen. 3206.
Hall Street Metal Rolling Co., Ltd., Western Road, Birm. Cen. 2222.
Geo. Johnson & Co. (Birm.), Ltd., Montgomery St., Birm. Vic. 42.
McKechnie Brothers, Ltd., Rotton Park Street Birm. "McKechnie" Birm. Edgbaston 381 (4 lines).
John E. Mapplebeck, Frankfort Street, Birmingham. Cen. 1966.
Mond Nickel Co., Ltd., Newtown Row, Birmingham. (Pure Nickel).
Non-Ferrous Casting Co., 56 Broad Street, Birmingham. Mid. 2716. Manufacturers of Gun Metal, Phosphor Bronze, Mangancse Bronze, Castings and Ingots.
Robert Rigby, New John Street, Birmingham. Cen. 3287 and 3288.
E. J. Smith & Co., Tyseley Metal Works, Birm. Victoria, 584. Tel. "Tysefermo," Birm.
Williams Bros. & Piggott, Ltd., Herbert Road, Small Heath, Birm.
Williams (Metals), Ltd., Witton Road, Aston, Birmingham. East 316. "Wilaston, Birmingham."

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Barwells Ltd., Brookfield Road, Birm. Cen. 2145 (3 lines). "Metals," Birm.
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METAL PERFORATORS.

Ash & Lacy, Ltd., Meriden Street, Birmingham. Cen. 6453.

METAL PRESSWORK.

E. Edmonds, 31a Warstone Lane, Birmingham. Cen. 2846.
William Phillips, 56-60 Hockley St., Birmingham. Cen. 2016.
Suckling, Limited, Albion Street, Birmingham. Cen. 422.

METAL RODS AND BARS.

Extruded Metal Co. Ltd., Dartmouth Street, Birm. Cen. 3206.

METAL REFINERS

A. J. Croft & Co., Ltd., Holly Lane, Perry Barr, Birm. East 237. Telegrams: "Chilrod." Birmingham.
H. H. & F. W. Parsons, 93-115 Charles Henry St., Birm. Mid. 403.

METAL SMALLWARES.

All Metal Smallwares, Ltd., King's Rd., King's Heath, Birmingham. Phone, King's Norton 109. Tea Intusers, Strainers, Novelties. Export, Henry Campbell, 58 Basinghall Street, London, E.C.2.
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Bent & Parker, Ltd., Pemberton Street Works, Birmingham. Cen. 66.
Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen 4328.
Tiptaft, Ltd., Holyhead Road, Birmingham. Northern 467.
Yote Manufacturing Co., Four Oaks, Sutton Coldfield. Four Oaks 17.

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R. H. Burman, Windmill Street, Horse Fair, Birmingham. Mid. 1655.
Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.
Pearsall Bros., Finch & Co., Clement Street, Birmingham. Cen. 1252. Telegrams, "Pearfinco, Birm."
Randle & Smith, Rea Street South, Birmingham. Mid. 346.

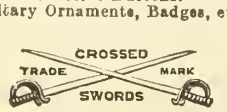
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MILLING CUTTERS AND REAMERS.

Brooke Tool Manufacturing Co., Ltd., Greet, Birmingham. Vic. 551.

MILLING MACHINES.

J. Archdale & Co., Ltd., Ledsam Street, Birmingham. Mid. 2276.
Alfred Herbert, Ltd., 208 Corporation Street, Birmingham. Cen. 2110.

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Zachariah Parkes, Ltd., 47-8 Hampton Street, Birmingham. Cen. 6379.

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Camwa Ltd., Rock Spring Works, Aston, Birmingham.

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Caswell & Bowden, Ltd., Newton Chambers, Cannon Street, Birm. Cen. 1044. "Target," Birmingham.

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M. B. Wild & Co., Ltd., Argyle Street, Nechells, Birmingham. East 208.

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MOTOR BODY BUILDERS.

John Buckingham, Ltd., 332 Bradford Street, Birm. Mid. 1211.

MOTOR CAR AGENTS.

Edward G. Brown, M.I.Mech.E., Great Hampton St., Birm. Cen. 434
P. J. Evans, 81-91 John Bright Street, Birm. Tel. No. 2910 P.B. Ex. The Birmingham House for Motorists.
George Heath (1920), Ltd., John Bright Street, Lower Temple Street, Birmingham. "Autocar," Birmingham. Mid. 2500.

MOTOR BODY FITTINGS AND ACCESSORIES.

William Adams, Lord Street, Dartmouth Street, Birm. Cen. 4076.
Auster, Ltd., Crown Works, Barford Street, Birmingham. Mid. 2123.
Rowland Hodges, Ltd., Brearley Street, Birm. Cen. 2341.
Lowe, Bevan & Co., Scotland Street, Parade, Birmingham. Cen. 894.
S. Mills & Co., Ltd., 8 Ryland Street, Birmingham. Mid. 1386. Brass and Aluminium Motor Sections.

MOTOR CAR WIND SCREENS AND FITTINGS.

Willard & Wallis, Ltd., Charles Henry Street, Birmingham. Mid. 2418.

MOTOR CASTINGS (Grey Iron).

J. C. Dalman & Sons, River Street, Birmingham. Cen. 4006.

MOTOR CYCLE MANUFACTURERS.

F. E. Baker, Ltd., Precision Works, King's Norton, Birmingham. Telephone King's Norton 184.
Bowns, Ltd., Æolus Works, Summer Lane, Birmingham. Cen. 3374.

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The Calthorpe Motor Cycle Co., Lion Works, Barn Street, Birm.
A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.
Humphries & Dawes, Ltd., Hall Green Works, Birmingham. "Humdaw," Birm. Shirley 48.
The Ixion Motor Manufacturing Co., Great Tindal Street, Ladywood, Birmingham. Mid. 2384.

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S. A. Newman, Ltd., Ivy Motor Works, 49 Lichfield Road, Birm. "Ivy," Birmingham. East 416.

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Alfred Wiseman, Ltd., Glover Street, Birmingham. Vic. 560 and 561. Makers of "Verus" Motor Cycle.

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George Heath (1920), Ltd., John Bright Street, Lower Temple Street, Birmingham. "Autocar," Birmingham. Mid. 2500.

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The Lanchester Motor Co., Ltd., Montgomery Street, Sparkbrook, Birmingham. Vic. 526.

Wolseley Motors, Ltd. (Proprietors: Vickers, Ltd.), Adderley Park Works, Birmingham. Tel. Add.: "Exactitude," Birmingham. Cen. 4361.

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The Birmingham and Midland Counties Transport Co., Ltd., 314 Bradford Street, Birm. Mid. 1131.

The Midland "Red" Commercial Motor Services, Bearwood. Mid. 2577

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Howes & Burley, Ltd., 101, Holloway Head, Birmingham. Mid. 2536.

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H. Miller & Co., Ltd., Aston Brook Street, Birmingham. Cen. 6847.

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Serck Radiators, Ltd., Warwick Road, Greet, Birm. Vic. 531.

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Thomas Merry & Co., Ltd., 75-6 Suffolk St., Birmingham. Mid. 503.

Nightingale & Co., Oban Oil Works, West Bromwich. Tel. 104.

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W. F. Smallman & Son, West Bromwich. West Bromwich 55.

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T. W. Chadwick & Co., 6-7 Moseley Street, Birm. Mid. 1036. Cables, "Mailcarts," Birmingham.

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James Lloyd & Co., Ltd., Hurst Street, Birmingham. Mid. 1602.
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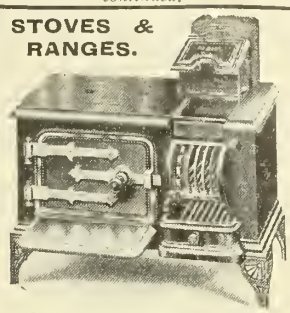
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Central 3596. "GRAVITY," B'HAM.

P. Rogers & Loach, Ltd., 48, Green Street, Deritend, Birmingham.

George Salter & Co., West Bromwich. Telephone West Bromwich 216.

SCHOOL FURNITURE MANUFACTURERS.

Kingfisher, Ltd., Charles Street, West Bromwich. Telephone 387.

SCRAP FROM NON-FERREOUS METALS.

F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.

SCREW MANUFACTURERS.

Abis & Co., Aston Road, Birmingham. Telephone: Cen. 286.

Birmingham Products Co., Ltd., 36, Ludgate Hill, Birm. Cen. 3334-5-6

Thomas Bradley, Gt. Hampton Works, Gt. Hampton Row, Birm. Cen. 5699.

Burton, Dellingpole & Co., Ltd., Moseley Street, Birmingham. Mid. 2573-4.

Butler & Sprage, Ltd., Cambridge Street, Birmingham. Cen. 1927.

Henry Cox Screw Co., Ltd., Charles Henry Street, Birm. Mid. 2509 Wood screws and machine screws.

Cranes Screw & Colgryp Castor Co., Ltd., River Street, Birmingham.

Thomas Eaves, Ltd., Exeter Passage, Holloway Head, Birm. Mid. 888.

Quest, Keen & Nettlefolds, Ltd. 16 Broad Street, Birmingham.

Hawkins & Co., Ltd., 329 Cheapside, Birmingham. Mid. 824.

Thomas Haddon & Co., Moseley Street, Birmingham. Mid. 1875.

Ilston & Robson, Ltd., Herbert Road, Birmingham. Vic. 180.

London Screw Co., Unicorn Works. Smethwick. Smethwick 47.

H. Mason & Sons, Ltd., 64-66 Stanhope Street, Birm. Mid. 1348.

Ephraim Phillips, Ltd., 54-58 Bissell Street, Birm. Mid. 2966-7.

Steel & Screw Co., Ltd., Herbert Road, Small Heath, Birm. Vic. 154.

A. Stokes & Co., Ltd., 56-57 Green St., Deritend, Birm. Mid. 356.

Tetley Brothers, Ltd., 46 Floodgate Street, Birmingham. Cen. 1466 "Yeltet," Birmingham.

SCREW CAPS IN TIN AND ALUMINIUM.

A. S. Cartwright, Ltd., West Heath Works, Northfield, Birmingham.

SCREWED STOPPERS.

Oudley & Lowe, 46-48 Homer Street, Balsall Heath, Birmingham.

Fawcett & Fitzgerald, Steward Street, Spring Hill, Birmingham.

SCREWING MACHINES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.

S. A. Darlell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

Voucher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

Charles Winn & Co., Ltd., Granville Street, Birm. Mid. 366 and 1209.

SEALING WAX MANUFACTURERS.

J. F. Craddock & Co., Balsall Heath, Birm. Tel. Add.: "Sealingwax," Birm. Midland 1658.

SHAPING MACHINES.

Brown & Ward, Ltd., 27, Gt. Hampton Street, Birmingham. Cen 3831

SHAVING SETS AND MIRRORS (NICKEL PLATED).

O. C. Hawkes, Ltd., Bromsgrove Street, Birmingham. Mid. 2300.

SHEEP SHEARING MACHINES.

The Wolseley Sheep Shearing Machine Co., Ltd., Sidney Works, Alma Street, Birmingham.

SHEET METAL PRESSINGS.

Knapp & Thornton, Ltd., 194-195 Aston Road, Birmingham. Cen. 5662.

SHEET METAL WORKING MACHINERY.

E. W. Bliss Co., Ocean House, Navigation Street, Birmingham. Mid. 2929.

George Kendrick, Ltd., Wakefield Wks., Bradford St., Birm. Mid. 1648.

SHEET METAL WORKERS.

Thomas Ash & Co., Ltd., Berkeley Street, Birmingham. Mid. 490.

W. T. French & Son, Ladywood, Birmingham. Edg. 364.

Granville Tin Plate Co., 5 Sheepcote St., Broad St., Birm. Mid. 1681.

Midland Tank & Iron Plate Co., 243, Heneage Street, Birm. Cen. 298.

Radmill Lamps Ltd., 29-33, Morville St., Birmingham, Mid. 1732. Telegraphic Address, "Autolight," Birmingham.

G. H. Walker & Co., 87 Cheapside, Birmingham.

SHIP LAMP MANUFACTURERS.

Player & Mitchell, Ltd., Bordesley Green, Birmingham. Vic. 221.

SHIP LOGS.

T. Walker & Son, Ltd., 58 Oxford St., Birm. "Shiplog," Birm. Cen. 75.

SHIPPING AGENTS.

Davies, Turner & Co., Ltd., 12 Cherry Street, Birmingham. Cen. 4125.

W. H. Hayward & Son, 36 Union Passage, Birmingham. The oldest Shipping House. Estab. 55 years. Freight, Insurance, and Passage Brokers. L. & N.W.R. Ticket Agents. Cheapest freights by all lines and services. Lowest Marine and General Insurances. Official Passenger Agents, of all Steamship etc., Companies, to all parts of the world. "Hayward," Birmingham. Tel.: Cen. 642.

J. Johnson & Co., Ltd., 32, Paradise Street, Birm. Mid. 2956. Through rates quoted to all parts. Passengers booked.

Morison, Pollexfen & Blair, Ltd., 6 Victoria Square, Birm. Cen. 1028.

Charles Sharrock & Co., 95-98 Exchange Buildings, Birm. Mid. 1202.

C. Shaw Lovell & Sons, Ltd., 6 Corporation Street, Birm. Cen. 1801.

Stockwell & Co., Ltd., 272 Corporation Street, Birm. Cen. 6128.

John Sutcliffe & Son,
CANNON ST., BIRMINGHAM.
The Oldest Shipping and Marine Insurance House.
Established in Birmingham 1862.
Freights, Chartering, Coal Insurance, Underwriting Agents for Marine Risks, for leading Liverpool and London Companies.
"Clifson, Birmingham." Tel. Central 7507-7508.
Also at Grimsby, London, Liverpool, Bradford, Manchester, Sheffield, and Glasgow. Direct Agencies in France, Holland, U.S.A., Canada, etc.
Mr. M. G. COOKE, Birmingham, District Manager.

H. Spencer Yates, 46 Guildhall Bldgs., Birmingham. Mid. 1969.

SHIPPING (Insurance).
National Parcels Insurance Co., Ltd., 97 Exchange Buildings, Birm. Mid. 1202.
Morison, Pollexfen & Blair, Ltd., 6 Victoria Sq., Birm. Cen. 1028.
SHIPPING TACKLE MANUFACTRS.
Bembridge & Jenkins, Ltd., Moland Street, Birm. Cen. 3715.
SHIPS' BERTH MANUFACTURERS.
Whitfields Bedsteads, Ltd., 109-125 Watery Lane, Bordesley, Birm.
SHIPS BLOCKS & FITTINGS.
Ansell, Jones & Co., Ltd., Kensington Street, Birmingham. North 77.
SHOP FITTERS AND SHOP FRONT BUILDERS.
A. Edmonds & Co., Ltd., Constitution Hill, Birmingham, and London. Specialities: Wood and Metal Shop Fronts, Showcases, Quik-Fittings, Quik-fold Desks, Signs and Sundries. 'Phone, Cen. 1700/1701. Wire, "Quikserve," Birmingham.
A. J. Gupwell, Ltd., Clyde Works, Park Street, Birmingham. Cen. 1917. Wire: "Gupwell," Birmingham.
Harris & Sheldon, Ltd., Stafford Street Birmingham. Cen. 6547.
SHOP FITTINGS MANUFACTURERS.
A. B. & G. G. Houghton, 42-3 Main St., Sparkbrook, Birm. Vic. 480.
SHOP FITTINGS (METAL).
T. Griffiths & Co. (Birmingham) Ltd., Grafton Road Works, Sparkbrook, Birmingham. Vic. 79.
SHOP FRONTS (Metal).
J. R. Pearson, 35-39 Cowper Street, Birmingham.
SHOWER ROSES.
Elcock & Sons, Tindal Works, Balsall Heath, Birm. South 277.
Pearsall Bros., Finch & Co., Clement St., Birmingham. Cen. 1252. Telegrams, "Pearfinco, Birmingham."
SHROUD MANUFACTURERS.
Fox & Charles, 31-3 Bristol Street, Birmingham. Mid. 2068. Telegrams "Foxcharco." Birmingham.
Phillips & Cross, 69-75 Upper Sutton Street, Aston, Birm. East 61.
SIDE CAR CHASSIS MANUFRS.
A. H. Haden, New Comet Works, Princip Street. Birm. Cen. 5388.
SIDE CAR MANUFACTURERS.
A. H. Haden, New Comet Works, Princip Street, Birm. Cen. 5388.
Mead & Deakin, Rushey Lane, Tyseley, Birm. Acock's Green 92.
SILVERSMITHS.
William Adams, Ltd., 207-11 Barr St., Hockley, Birm. Cen. 7516.
S. Blanekensee & Son, Ltd., 72-73 Gt. Hampton St., Birm. "Blansil," Birm. Cen. 71 and 72.
R. Chandler, Ltd., 141 Hockley Hill, Birm. "Routine," Birm. Cen. 7189.
H. Clifford Davis, Harford Street, Birm. Cen. 5293. Speciality:—High Class Silver Enamelware.
W. Devenport, Northwood Street, Birmingham. Cen. 5489.
Elkington & Co., Ltd., Newhall St., Birmingham. Cen. 59.
Harrison & Hipwood, 6 Warstone Parade East, Birm. Cen. 6796.
J. & R. Griffin, Ltd., Link Works, Soho Hill, Birm. "Diversity," Birm. Northern 496.
Horton & Allday, 195 Warstone Lane, Birmingham. Cen. 1755.
W. J. Myatt & Co., Ltd., Argent Works, Graham St., Birm. Cen. 3646.
W. G. Sothers, Ltd., 111-13 Spencer Street, Birmingham. Cen. 6245.
Stokes & Ireland, Ltd., 83-4, Great Hampton Street, Birm. Cen. 2328.
Synyer & Beddoes, Ltd., 32 Vyse St., Birm. "Synyer," Birm. Cen. 3509.
William Vale & Sons, 82-83 Unett Street, Birmingham. Central 2715.
SLATE (ENAMELLED AND PLAIN).
S. E Bullock & Co., Ltd. Highgate Square, Birmingham. Mid. 1517.
Ford & Margrett Ltd., Stratford Street, Camp Hill, Birmingham.
SLATE MERCHANTS AND CONTRACTORS.
Rudders & Paynes, Ltd., Chester Street Birmingham. Cen. 2529, 507, 4333
SMALL TOOLS.
Brooke Tool Mfg. Co,. Ltd., Greet, Birm. Vic. 551-2. Milling Cutters, Slitting Saws, Reamers, End Mills, etc.

SMALLWARES (METAL).
Griffiths, Gilbart, Lloyd & Co., Ltd., Guest Street, Hockley, Birm. Tel.: "Ahead," Birm. North 13.

J. Nicklin & Co., Ltd.
Safety Pins, Curtain Hooks.
REGISTERED SAJONIC TRADE MARK
Eyelets, Buttons, etc.
Metal Smallwares from Sheet Rod or Wire.
166 GREAT CHARLES STREET, BIRMINGHAM, ENG.
Cen. 1389.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.
Tiptaft, Ltd., Holyhead Road, Birm. Northern 467.

SOAP MANUFACTURERS.

Toro Tablet Co., Ltd.,
Manufacturers of
Household and Toilet SOAPS.
OUR SPECIALITY
"TORO" WASHING TABLETS.
Toro Works, Watery Lane
BIRMINGHAM.
"Toro" B ham. Tel. No. Vic. 289.

SOAPS, SOAP POWDERS, ETC.
Fitchetts, Ltd., 137-9 Pershore Street, Birm. Mid. 2045.
SOLDER MANUFACTURERS.
Allen & Timmins, Ltd., 226 Great Russell Street, Birm. Cen. 3496.
A. T. Becks & Co., Ltd., 54 Clement Street, Birmingham. Cen. 1232.
Joseph Ratcliff & Sons, Ltd., 47 Pritchett St., Birm. Brazing. Cen. 6485.
SPARKING PLUGS.
Forward Sparking Plug Co., 35 Summer Row, Birm. Cen. 6259.
The Sphinx Manufacturing Co., Ltd., Bradford Street, Birm. Mid. 1742.
SPECIAL MACHINED PARTS.
Ilston & Robson, Herbert Road, Birmingham. Vic. 180.
SPECIFICATION NON-FERROUS ALLOYS.
T. J. Priestman, Cupro Foundry, Leopold Street, Birmingham. Manufacturers of Aluminium, Brass, Gun Metal, Phosphor Bronze, White Metal, Nickel Silver, and Bearing Metal Ingots. P.B.Ex. Mid. 281. Tel. Add. "Specific."
SPELTER, ZINC AND LEAD REFINERS.
F. W. Harris (Birmingham), Ltd., 132 Hurst Street, Birm. "Harris," Birm. Mid. 2473, 2474.
SPIRIT LEVELS (All Kinds).
J. & D. Smallwood, Leopold Street, Birmingham. Mid. 1661. Tel. Add. "Rules."
SPOONS AND FORKS.
R. Bailey & Co., 22 Mary Ann Street, Birmingham.
William Page & Co., Ltd., Cranemore Street, Cattell's Grove, Nechells, Birm. Cables: "Bolivian," Code, A.B.C. & Bentleys. Tel.: East 319.
Arthur Price & Co., Ltd., Vauxhall Street, Birmingham. Cen. 5713.
Purcell Bros., 99/105 Hockley Street, Birmingham. Cen. 1382.
William Tay & Sons, Ltd., 30-32 Leopold Street, Birm. Mid. 1600.
F. Whitehouse, Warstone Lane, Birm. Cen. 5920. "Spoons," Birm.

SPRAYERS AND SPRAYING APPARATUS.
Midland Fan Co., Ltd., 212 Aston Road, Birm. Cen. 5463. For Paints, Enamels, Lacquers, etc.

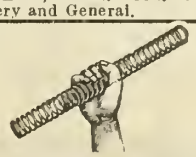
Benton & Stone, Ltd.
Sprayers, Syringes, and Horticultural Brassfoundry
TRADE "ENOTS" MARK
Registered.
Enots Works, Bracebridge St., Birmingham.
Cen. 7442.

The Four Oaks Spraying Machine Co.
Spraying, Limewashing & Disinfecting Machines of every description.
REGISTERED TRADE MARK. THE FOUR OAKS
Spraying Syringes, Spraying Pumps, Engines and Horticultural Brassfoundry.
FOUR OAKS WORKS, SUTTON COLDFIELD, B'HAM.
Four Oaks 5.

Stonehouse Works Co., Spon Lane, Mills, West Bromwich.
Testar & Swain, Florence Works, Pritchett Street, Birmingham.
SPRINGS.
The Crown Spring Co., Littleton Street, West Bromwich. W. Brom. 388.
Dart Spring & Safe Co., Overend St., West Bromwich. "Dart," West Bromwich 322

The Heath Spring and Notion Co., Ltd.,
HEADLESS CROSS, REDDITCH.
TRADE MARK. SEAL OF EXCELLENCE
Springs, Specialities.

A. A. James, Ltd., St. George's Works, West Bromwich. Tel. No. 204.
Midland Spring Co., Ltd., 290-2 Summer Lane, Birm. Cen. 6628. Upholstery and General.



Herbert Terry & Sons,
Ltd.
MANUFACTURERS of Springs, Presswork, Wirework, Cycle and Motor Cycle, and Motor Goods and Popular Novelties List free.
Novelty Works, Redditch, Eng.
Telphone: 61 Redditch. Est. 1855.

SPRINGS—*continued.*
George Salter & Co., Ltd., West Bromwich. West Bromwich 216.
Smith Bros. & Hill, Ltd., Albion Spring Works, Walsall St., West Bromwich. West Brom. 125. Tel. "Springs."
Ward, Skelding & Co., Oldbury Road Smethwick Birmingham.
West Bromwich Spring Co., Ltd., George St., West Bromwich. West Bromwich 465. Established 1896.
J. H. Yeomans & Sons, Ltd., Astwood Bank, Redditch. Phone Redditch 56.
SPRING BALANCES.
George Salter & Co., Ltd., West Bromwich. Tel: No. 216.
SPRING MATTRESSES.
Geo. Gale & Sons. Ltd., Dominion Works, Birmingham. Mid. 1333.
SQUARES, GAUGES, STRAIGHT EDGES.
I. & D. Smallwood, Leopold Street, Birm. Mid. 1661. Tel. Add. "Rules."
STAIR ROD MANUFACTURERS.
J. Hackleton, Ltd., 21 Seymour Street, Balsall Heath, Birmingham.
SPRINKLER TOPS.

The Brass Flask and Capsule Co., Ltd.
METAL CONTAINERS
of High Grade Workmanship and Finish.
Mannfacturers of Sprinkler Tops for Talcum, Tooth and Shaving Powder Boxes.
33 COX ST., ST. PAUL'S SQUARE, BIRMINGHAM.
Tel. Add.: "Micrometer," Birm. Cen. 2.

STAMPERS AND PIERCERS.
Benton & Stone, Ltd., Bracebridge Street, Birmingham. Cen 7442.

J. W. Evans & Sons, Ltd.,
Diesinkers and Toolmakers, Stampers and Piercers for Jewellers and Silversmiths, Electro-plate and Art Metal Trades.
Regd. Trade Mark.
"STAMPURS" METAL



For Forces for Stamping Hollow-ware.
(No Dross or Loss in Melting.)
Reliance Works, Albion Street, Birmingham.

W. H. Briscoe & Co., Ltd., 51-2-3 Park St., Birmingham. Cen. 550-1.
George Brown & Co., 6 Berkley Street, Birmingham.
Isaac Clements, 32-36 Holloway Head, Birmingham. Mid. 1805.
Wm. Deakin & Co., George Street, Parade, Birmingham. Cen. 3277.
Forward Presswork Co., (for Cycle and Motor Trades), 58, Ashted Row Birmingham. Cen. 3711.
Gay Brothers, Ltd Tenby Works, Tenby Street North, Birm. Cen. 1046.
A. E. Harris & Co., 95 Camden St., Birm., for Electrical Trades.
Joseph Sankey & Sons, Ltd., Albert Street Works, Bilston. Bilston 115. Stamped and Pressed Hollow-ware, Wrought Iron Enamel Ware, Art Metal Work.
Smith & Davis, Ltd., Beacon Works, Hampton Street, Birmingham. Cen. 6870.
W. H. Wathen & Co., Bishop Street, Birmingham Mid. 566.
STAMPERS (Iron & Steel).
A. Harper, Sons & Bean, Ltd., Rolfe Street Works, Smethwick. "Beanion," Smethwick. Smethwick 317.
STAMPERS (Sheet Metal).
Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

STAPLES (WIRE).

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608. Makers of



TRADE MARK.

All kinds of Electric Netting & Fencing Staples, Cut Tacks, Cut & Wire Gimp Pins. Electro Brassed & Coppered Escutcheon, Panel Pins, Coopers & Tenter Hooks, Wire Nails, Rings. Export: **HENRY CAMPBELL,** 58, Basinghall Street, E.C.2. 'Phone: London Wall 960.

STATIONERS (Commercial).

H. P. Pope, Ltd., 114, New Street, Birmingham. Mid. 1778 (3 lines).

STATIONERS' SUNDRIES.

M. A. Lloyd & Son, 47 Princip Street, Birmingham. Cen. 1468.
Botten & Durward, Ltd., 117-18 Livery Street, Birmingham. Cen. 7351.

STAY BUSKS.

J. J. Clarke, Son & Co., 93/94 Broad Street, Birmingham. Mid. 2844. Tel. Add., "Busks," Birmingham.

STEAM PRESSURE GAUGES.

Steam Gauge Manufacturing Co., Sams Lane, West Bromwich.
Joseph Tomey & Sons, Ltd., Catherine Street, Aston, Birm. East 248.

STEEL AND MALLEABLE IRONFOUNDERS.

Thos. Clive & Son, Ltd., Staniforth Street, Birmingham. Cen. 6137. Established 1820.

STEEL BLANKS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.

STEEL BRIDGES.

E. C. & J. Keay, Ltd., Jamee Bridge Works, Darlaston. Darlaston 11. Prince's Chambers, Corporation St., Birm. Cen. 430.

STEEL MANUFACTURERS.

James Fairley & Sons, Ltd., Shadwell Street, Birmingham. Cen. 253.
Thomas Millington & Co., Ltd., 79-80 Weaman Street, Birmingham. Cen. 930. Press Tool Steel, Stamping Blocks, Engineers' Tool Steel, Hardening Steele for all purposes.

STEEL ROLLERS AND DRAWERS (BRIGHT).

British Rolling Mills, Ltd., Cliveland Street, Birmingham. Cen. 1869.

STEEL TOYS.

James Heeley & Sons, Ltd., Hampton Street, Birmingham, Pruning Shears, Corkscrews, Champagne Nippers. Cen. 5766.
C. T. Willetts, Ltd., Heneage Street, Birm. Cen. 2576. Corkscrews, Tin Openers, Split Rings, Nut Cracks.

STEEL TUBES.

Accles & Pollock, Ltd., Oldbury, Birmingham.

STEEL WINDOWS AND SASHES.

Henry Hope & Sons Ltd. Smethwick, Birmingham. Telephone: Smethwick 320. Tels.: "Conservatory."
M.A.P. Co., Bullock St., Birmingham. Cen. 5664. Telegrams: "Millfords."

STOCKS AND DIES.

Thomas Chatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Oaniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.

STUDS AND LINKS.

Reynolds Bros., 15 Branston Street, Birmingham. Cen. 346.

SURGICAL APPARATUS.

J. & R. Oldfield, Ltd., Warwick Street, Birmingham. Mid. 399. Telegrams "Dependence." Seamless Instrument Sterilizers, Chloroform Masks, Respirators, Ear Channels, Tubing Clips, etc.

SURGICAL APPLIANCES.

Cuxson Brothers, Ltd., 4-5 Livery St., Birmingham. Cen. 1706.

SURGICAL NEEDLES.

George Moore, Ltd., National Worke, Redditch. Established 1805.
Emanuel Shrimpton & Fletcher, Premiere Works, Redditch. Tel. 47 Redditch. "Premiere," Redditch.

SURGICAL DRESSINGS.

Southall Bros. & Barclay, Ltd.
Trade Mark.



Southall's Sanitary Towels and Specialities for Ladies.
SURGICAL DRESSINGS,
Absorbent Cotton Wool, Lint, &c.
Oharlord Mills, Birmingham.

TACKS (STEEL.)

CARLYLE CHIRM & Co. Ltd.,
Heathfield Works, Handsworth, BIRMINGHAM.
Phone: Northern 608 Makers of



Trade Mark

Cut Tacks (fine and improved) Cut Gimp Pins Also Wire Nails, Clout Nails, Escutcheon & Panel Pins.
All kinds of Staples, &c.

Export: **HENRY CAMPBELL,** 58, Basinghall Street, E.C.2. Phone: London Wall 960.

Frank Shaw & Co.,
LIMITED,



84, Newhall St., Birmingham.
"Buyer." B'ham. Cen. 1039.

TANKS.

John Birch & Son, 35 Highgate Street, Birmingham. Mid 582.
Midland Tank & Ironplate Co., 243 Heneage St., Birm. Cen. 298.

TAPS.

Voncher, Ltd., Auto Tool Works, Walsall. Tel. No. 196.

TAPS, STOCKS AND DIES.

Richard Lloyd & Co., Ltd., Steelhouse Lane, Birmingham. Cen. 7251.

TEA INFUSERS AND STRAINERS.

Hammond, Turner & Sons, Ltd., Lion Works, Summer Hill, Birm. Cen. 4328.

TAPER PINS.

Diamond Screw & Cotter Co., Ltd., Ronald Road, Bordesley Green.

"FREMO" TAPER PINS, COTTERS, ETC., ARE RELIABLE.

FREDK. MOUNTFORD
(BIRMINGHAM) LTD.
Fremo Works, Moseley St., BIRMINGHAM.
Telegrams: "Fremo." Birmingham. Phone: Mid. 3233.

TENNIS GUT STRINGS.

Midand Cattle Products, Ltd., Bordesley St., Birmingham. Cen. 276.

TELEPHONE INSTALLATIONS.

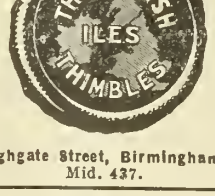
The British Telephone Supply Co., 14-15 Snow Hill, Birm. Cen. 6392.

TESTING MACHINES.

W. & T. Avery, Ltd., Soho Foundry, Birmingham. Smethwick 300.
George Salter & Co., Ltd., West Bromwich. Tel. No. 216.

THIMBLES.

The Iles Thimble Works,



Highgate Street, Birmingham. Mid. 437.

Thos. Johnson & Sons, Whitehouse Street, Aston, Birm. East 904.
Geo. Snook & Co., Borough Works, Floodgate Street, Birm. Cen. 6047.

TIME RECORDING AND COSTING MACHINES.

Gledhill-Brook Time Recorders, Ltd., 206, Corporation Street, Birmingham. Central 6554. Telegrams "Gledbrook."

TIME RECORDER MANUFACTURERS.

National Time Recorder Co., Ltd., Easy Row, Birmingham. Cen. 3655.

TIN AND COPPER-WARE.

Matthew J. Hart & Sons, Ltd., Gt. Barr St., Birm. Vic. 310.

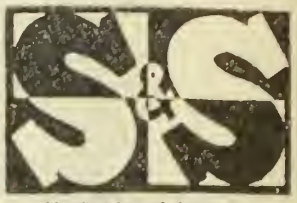
TIN BOX AND CAN MAKERS.

G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271.

TIMBER MERCHANTS AND IMPORTERS.

Rudders & Poynes, Ltd., Chester Street, Birmingham. Cen. 2529.
Scotswood Ltd., Lime Grove, Moseley Road, Birm. South 610.
George Shipway, Moseley Street, and Camp Hill, Birmingham.
Williams & Farmer, Worcester Wharf, Bridge St., Birm. Mid. 444.

James W. Southern & Son, Ltd.,



42 Chamber of Commerce Buildings, Birmingham.
Telephone: Mid. 667.
Head Office:
Store Street Saw Mills, Manchester.
Timber for all purposes.

TIN HOLLOW-WARE.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.

TINMEN'S MACHINES AND TOOLS.

George Kendrick, Ltd., Wakefield Wke., Bradford St., Birm. Mid. 1648.

TIN AND IRON PLATE WORKERS.

Ash Bros. & Heaton, Ltd., Caledonia Works, Dartmouth Street, Birm.
H. J. Hookham & Sons, Ltd., Charles Henry Street, Birm. Mid. 275.
McCutchon & Co., Ltd., 49-53 Moseley Road, Birmingham. Mid. 1303.
Midland Tank & Ironplate Co., 243 Heneage Street, Birm. Cen. 298.
Newton, Shakespeare & Co., Ltd., Garrison Lane, Birm. Vic. 195.
Randle & Smith, Rea Street South, Birmingham. Mid. 346.
G. H. Williamson & Sons, Ltd., Providence Works, Worcester. Tel. No. 271

TINNERS (SHEETS AND TUBES).

Richard Poolton & Sons, 80 Hurst St., Birmingham. Mid. 834.

TIN PLATE MERCHANTS.

William King, Park Street, Birmingham. Cen. 556.
Henry J. Sayer, 24-28 Summer Row Birmingham. Cen. 233 & 1618.

TIN TOY MANUFACTURERS.

R. Bailey & Co., 22 Mary Ann Street, Birmingham.
Wm. Hunt & Sons, 109 Gerrard St., Birmingham. Round and Oval Dies.
The Novelty Manufacturing Co. 240 Broad Street, Birmingham.

TOBACCO MANUFACTURERS.

James & Co. (Birmingham), Ltd., 45 New Street, Birm. Cen. 5670.

TOBACCO PIPES.

The Jackson Asbestos Manufacturing Co., Ltd., 27 Rea Street South, Birm. Jackson's Patent Asbestos Pipes, etc.

TOOL GRINDERS.

Alfred Herbert, Ltd., 208, Corporation Street, Birmingham. Cen. 2110.

TOOL HANDLE MAKERS.

Rudders & Paynes, Ltd., Chester Street, Birmingham. Cen. 2529, 807, 4333

TOOLS (CARPENTERS AND JOINERS').

Atkin & Sons, Ltd., Sheffield Works, Rea St. South, Birm. Mid. 480. Planes, Edge Tools, Saws, Hammers.

TOOL MAKERS.

Handley & Wilkins, Ltd., Century Works, Commercial St., Birm.

TOOLS (ENGINEERS').

Thomas Ghatwin, Ltd., Gt. Tindal Street, Birmingham. Mid. 1790.
S. A. Daniell, Ltd., Edward Street, Parade, Birmingham. Cen. 5405.
The Highgate Tool Co., Ltd., Angelina Street, Birm. Mid. 471. Vices spanners, pliers, planes, etc.
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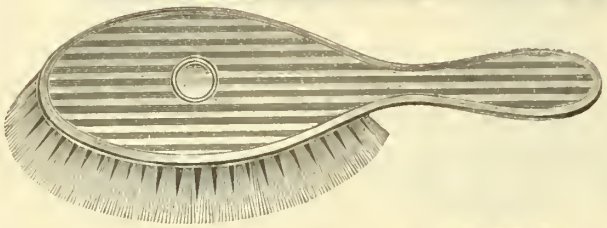
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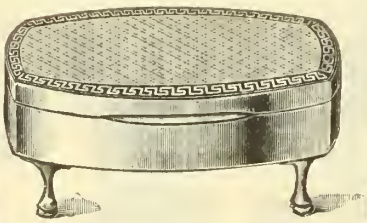
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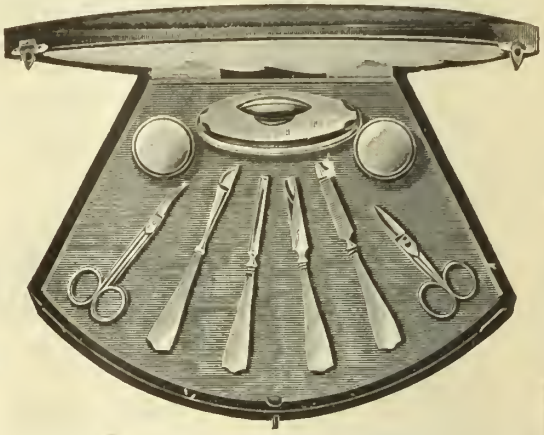
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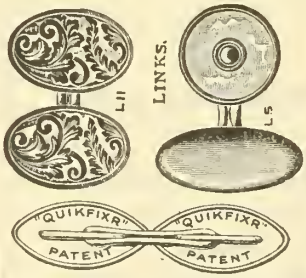
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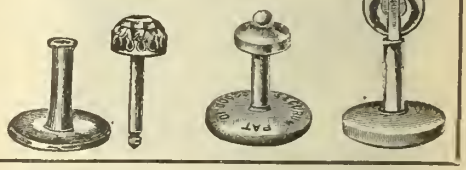
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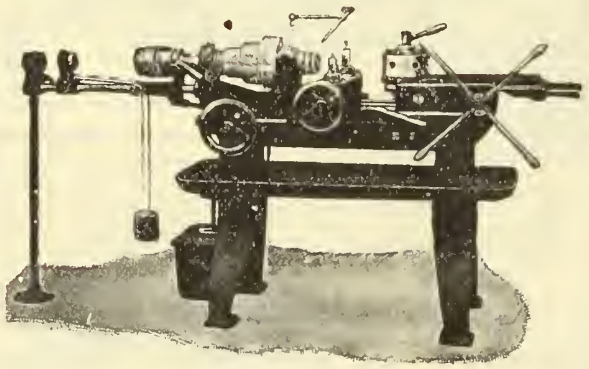
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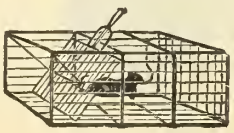


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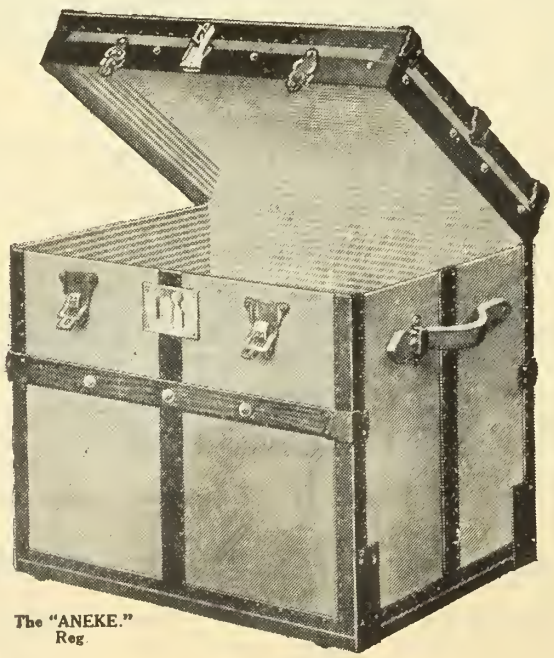
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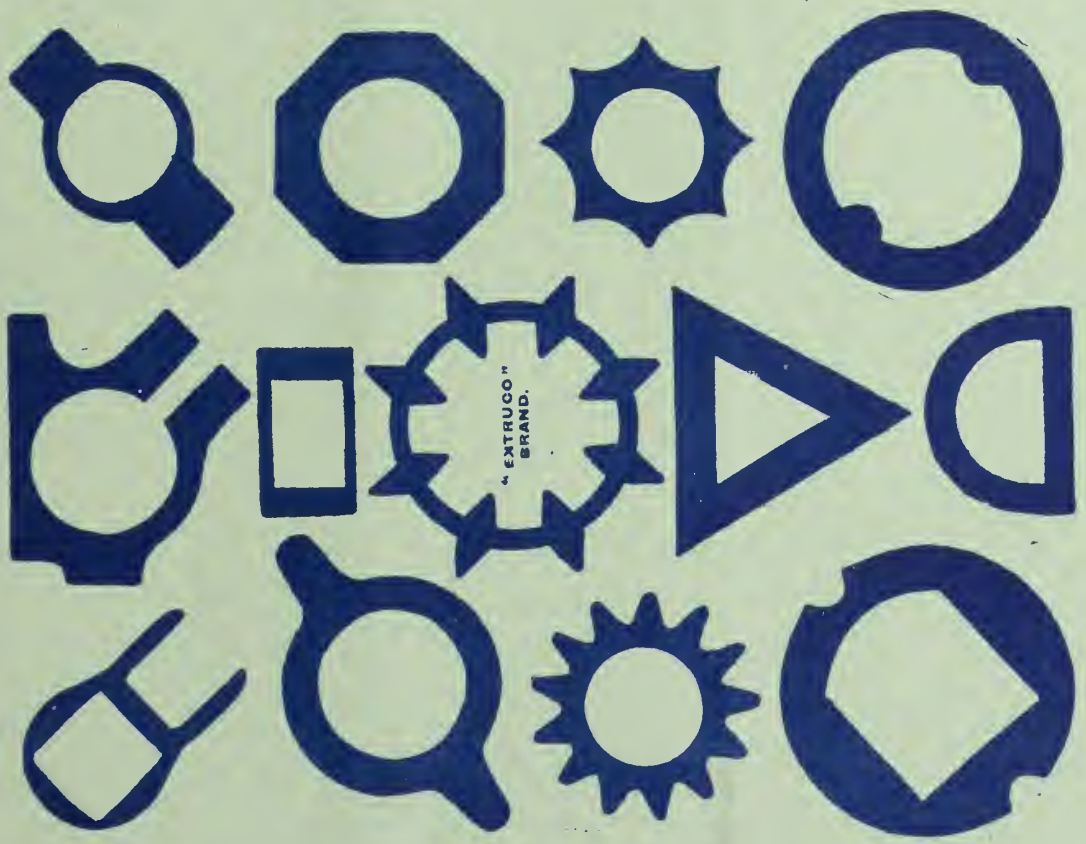
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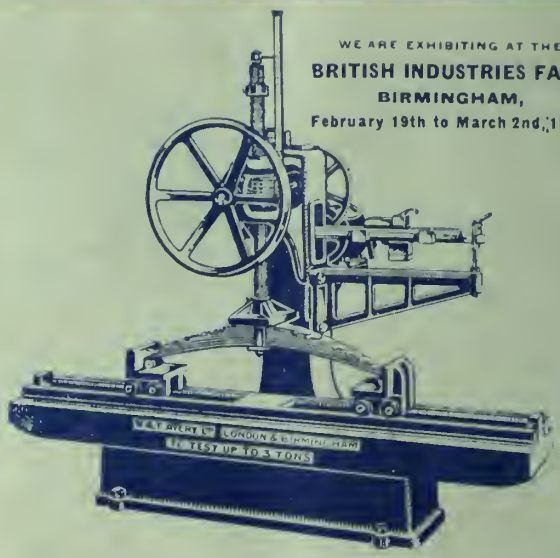
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